

METRIC

Transparency Report
2022 - 2023



Guided by Quality, Radical Transparency and the Transformative Power of a Fair Price to Producers.

Chicago, 2012. It began over late-night beer and tacos at Big Star in Wicker Park. Our conversation about what we were doing shifted to what we would love to do: launch our own brand. We didn't have money, much less equipment, to make the coffee brown, but we had visions of developing meaningful relationships with coffee producers, establishing a solid roasting program and building the cafe of our dreams.

In March of 2013, we found a space in Chicago's West Fulton neighborhood and officially launched Metric as a wholesaler and online retailer. In the years since, we've grown organically into a roaster and retailer with a strong emphasis on sourcing, quality roasting and service.

Today, Metric proudly sources High Quality Coffee directly from small farmers all over the world, operates a small cafe inside their Fulton street roastery and has a sister company by the name of Brte- a small batch bakery supplying donuts, baked goods and happiness locally since its founding in 2020.

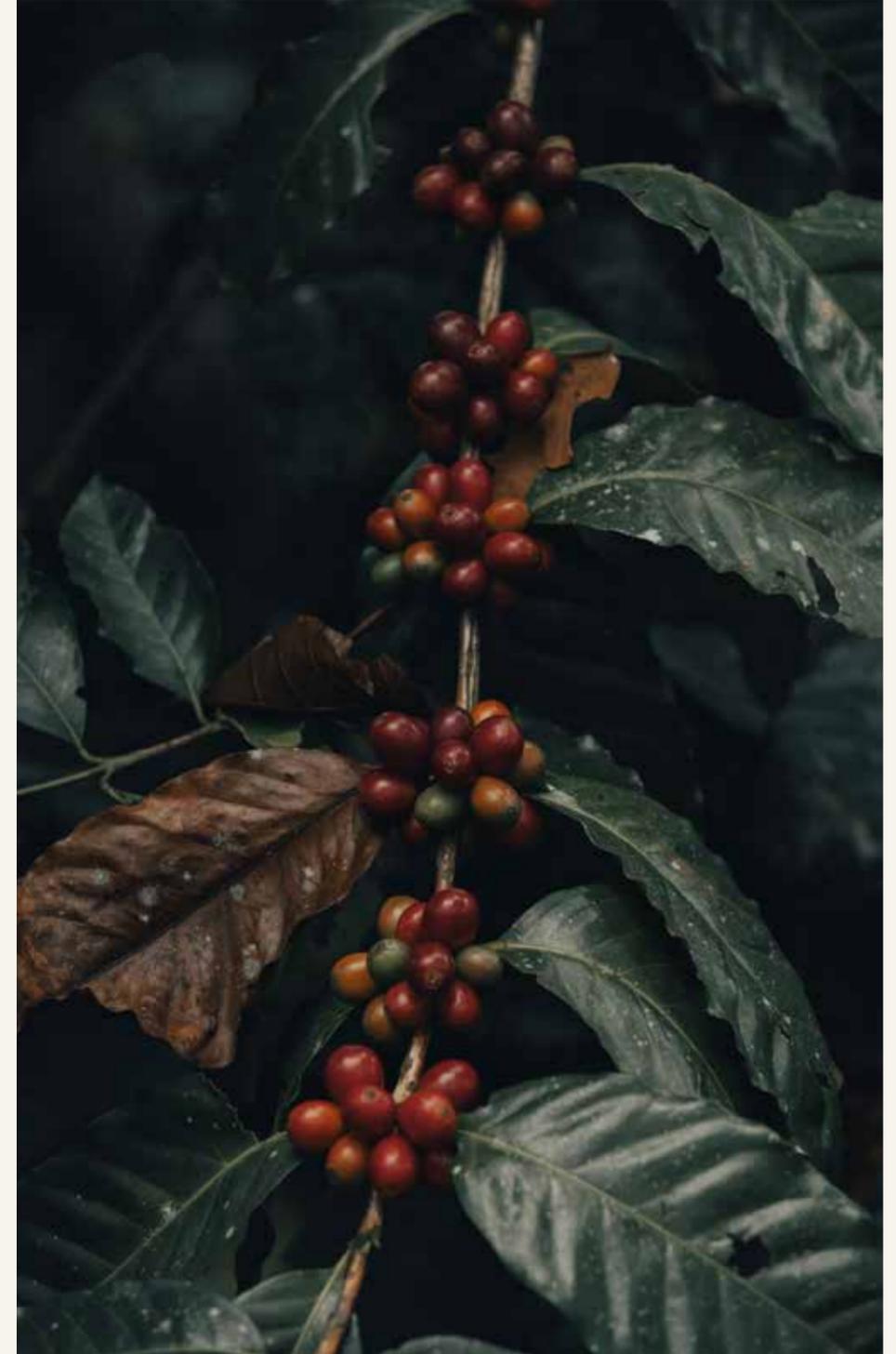


About the Report

We believe transparency is important to create meaningful change in our industry. Without it, we have little understanding of who is profiting from coffee, and how much. This is why we believe it is important to utilize this information as a way to hold ourselves accountable while also bringing you into the conversation of what it means to be transparent. Admittedly, for most, this information may seem arbitrary without context as to what a more sustainable price is, and herein lies one of a myriad of challenges in publishing these reports.

Understandably, marketing C-Market as “bad” and “Direct Trade” as good can signal to consumers that the way in which we procure coffee is “sustainable” but the truth is- promoting this example is meaningless & misleading without context. The real challenge (and danger) in promoting this information (without context) is that it fails to communicate all of the variables involved such as; cost of living, exchange rate, is this coffee from a small holder with limited resources or a large coffee producer with high yield and economy of scale.

So what is the solution? To create a fair and balanced environment by establishing genuine economic opportunities for producers and real incentives to grow coffee. We manage this in two ways; annual coffee visits to Origin and data collection with the resulting information being published for public review. By sharing this information openly, our hope is to show how sustainable sourcing can be mutually beneficial for all players in the supply chain and promote the necessary sea change in creating true equity and transparency for coffee producers around the world.



Metric By The Numbers

Metric is an Independent Specialty Coffee Wholesaler & Retailer founded in 2013 by Xavier Alexander & Darko Aradnjelovic. Equipped with nothing more than a roaster and a bag of coffee, Metric's founders slowly built the foundation for their business model and mission which is- Metric is driven by radical transparency and the transformative power of a better price to coffee producers. Here is a breakdown of our company.

- Number of Companies under Metric : 3 (Metric Coffee Co. Metric West Fulton and Brite Donuts and Baked Goods)
- Total Number of Employees 18 (example)
- Number of Countries we purchase from: 7
- Total Volume Purchased: 217,746 lbs in 2021
- Breakdown of channels (wholesale, retail, online) 50% 30 % 20 %
- 50% of our Company is Minority Owned
- 80% of our Management Roles are performed by Women
- Entry Level Production Wages Start at \$17 + Benefits
- Entry Level Baristas Start at \$15 + Tips (Average \$5 to \$7 per hour)
- Upper Management Salaries Range between \$40 to \$60 thousand per year.
- Metric Contributes 50% towards Health, Vision & Dental
- 100 % of Metric is privately owned.

Economics of the Coffee Supply Chain - An Illustrative Outlook

Green Coffee F.O.B - per lbs.
Shipping and customs
Warehouse and Logistics
Finance and Storage
Importer Margin
Cost from Origin to New York- \$3.89
Shipping Cost
Shrink Loss
Roaster Cost per Lbs to Chicago \$4.01
Packaging Costs
Direct Labor Costs
Rent
Utilities
Marketing
Repairs & Maintenance
Net Operating Profit per Lb.
Depreciation, Interest and Amortization
State & Federal Taxes

Metric Total Cost \$

Wholesale Price \$

Net Operating Profit %

About Transparency

Transparency in the supply chain is simply a way by which exporters, importers and roasters can share open information that helps consumers understand the breakdown of the costs associated with their coffees. For Metric, full and equitable transparency throughout the chain means a stronger sense of just how your money is being spent, as well as the empowerment of coffee farmers with market knowledge which they can utilize when negotiating with green coffee buyers.

Additionally, understanding the full social, environmental and economic impacts of coffee, from the field to the cup, means that producers, consumers, and all in between, are empowered with information to make sustainable choices at the retail level.

Still, transparency in the supply chain is only as good as the data that supports it. This requires the industry to come together in order to accurately put the data into context. When coffee companies share the true cost of the coffee with their customers, it can better help them understand how and if the coffees they are buying are sourced in a sustainable way or contributing to poverty wages.

The challenge with sharing farm gate pricing and F.O.B figures alone is that the dollar amounts do not tell the entire story. They do not indicate the quality, quantity or cost of production for a particular coffee, nor communicate its unique supply chain, which will vary greatly from country to country, region to region, and producer to producer. They also do not account for variations in the cost of living, exchange rate fluctuations, or the costs associated with delivering the coffee, and there is no insight into the communities that grew and processed this coffee, or the types of social initiatives that may be undertaken within those communities by a producer, cooperative or exporter.



What is a Value Chain Analysis?

The value chain differs from the supply chain in that the value requires allocating value to each stage of the supply chain. This value chain analysis estimates the distribution of total income or surplus along the coffee chain. Surplus is the net retained profit at each of the coffee chain stages. Retained value identifies the income that remains within each producing and consuming country. IN the consuming country, it is deducting the costs of imported green coffee from retail price, which is equivalent to the total value added in the consuming country.

The expenses in the value chain include labor, fertilizer, inspections, certifications, transportation, and membership fees (if the producer is part of any cooperative organization). While the costs incurred by farmers are relatively easy to identify, they can vary based on the size and location of the farm and the type of coffee being produced. Once the coffee has been harvested, processed, and transferred to exporters that send it to importers, it goes to the roaster. Metric takes on the actual cost of coffee, the agreed-upon purchase price per pound negotiated with the contract holder, and other price additions such as import and export charges and transportation. Cafes are the final destination on the value chain. Most of these coffees are reasonably priced premium coffees, which have become increasingly scarce and expensive.



Here's an example from Azahar Coffee- Our Colombian Coffee export partners.



Metric's Sourcing Protocols

Building a reputable buying program requires having established buying protocols in order to meet the needs of our business. The decisions we make in order to reject or approve a coffee have a major impact on everyone participating in the coffee supply chain and are deeply significant to the coffee producer. Judgment calls around value vs. quality, and commitments to environmental and social purchasing (strategies we employ to protect ourselves financially in a volatile marketplace) as well as the accountability we uphold for managing inventory needs properly and paying bills in a timely manner all greatly affect our ability to create the positive change we wish to see in the coffee industry. As coffee buyers, we need to make good, sound, and ethical decisions in each of these areas.

Green Buying Criteria

- We pay more than double the Fair Trade rate for all of our coffees. Our minimum price (FOB) will remain at \$3.50 per pound.
- We will set coffee prices directly with the farmer, to ensure transparency.
- We will guarantee a sustainable minimum wage to all laborers in the production of our coffee (pickers, processors, and farm workers), set seasonally with the farm owner or cooperative board.
- We will work only with farmers who provide safe working conditions free of unnecessary danger, oppression, and violence and with access to clean water and healthy foods.
- We will visit each farm or producer group every year to provide feedback for improved quality and opportunity for growth.
- We will purchase coffees with quality standards of 85 points or higher according to SCA cupping standards.

Partners at Origin



Ethiopia- Snap Coffee

Snap was established by Negusse D. Weldyes, for whom Abenezer is the right and left hand. The company has its own washing stations in Guji, Gedeo and West Arsi, and it also manages coffees on behalf of other washing station owners such as Daniel Mijane in Gedeb, and the Jebriil brothers in Uruga, to name a few. Their coffees are meticulously processed, washed and natural alike. Starting next season, all coffees exported by Snap will be hulled and screened, sorted and bagged at their own dry milling facility in Addis. Snap currently operates 6 different mills: Chelbesa, Buku Hambela, Nensebo Refisa, Raro Boda & Limu Nopa.



Peru-Origin Coffee Lab

The heart of Origin Coffee Lab's mission is to impact the lives of small shareholders through the Solidario project. In this program, we teach both financial and agricultural techniques to enable lasting change. The progressive Solidario model aims to improve farm practices and make coffee farming a sustainable future for the community. Origin Coffee Lab was founded with the hope of seeing coffees from their home turf find the acclaim they deserve. By supporting sustainability and empowering farmers through education, paying sustainable wages, and focusing on increasing the quality of harvests they are committed to elevating the coffee from the ground up.



Guatemala- Vides 58

Vides 58 is a family company with six farms based in Huehuetenango, Guatemala, owned by María Elena Vides and managed by Renardo "Nayo" Ovalle Vides with the support of an amazing team. Our main farms are Finca La Bolsa, Finca El Rincon and Finca Las Terrazas. We also run a state-of-the-art cupping lab in Guatemala City. In 1958, Jorge Vides, the patriarch of the family, founded Finca La Bolsa, a coffee plantation located in La Libertad, Huehuetenango. While being a full time doctor, the farm was his real hobby. Four years later, Anacafé named him 'Distinguished Coffee Grower' due to his success in production work. Jorge's daughter María Elena continued his work and created four community programs: the La Bolsa school, the La Bolsa day-care center, the Vides 58 Coffee School grant and the Qawale initiative. We believe in transparency and traceability, where growers, importers and roasters benefit from value-added products and long-term relationships.



Guatemala- 88 Graines

88 Graines, which means 88 seeds, is based on creating a collaborative social model in coffee sourcing between small and medium coffee producers and independent coffee roasters / roasting companies / future barista champions in order to promote the next generation of coffee producers, empowering women & families involved in coffee production and business. Founded by Jolanta "Jola" Czermanska & Agata Pudelek- 88 Graines, became an element of focus and appreciation. It reconnected them as well as connected them to their coffee partners and coffee origin countries. It offered a wide diversity of cultures, experiences, people and of course coffee.



Mexico- Finca Fatima

Third-generation coffee producer & exporter Ernesto Perez operates Finca Fatima and APG in the Coatepec municipality of Veracruz, Mexico. Finca Fátima was acquired in the 70s by Antonio Orea and Genoveva Pérez-Redondo. Fatima coffee was used as a high quality product until 2018, when Givette and Ernesto, both third-generation producers, decided to enter the specialty coffee market. In addition to growing and processing his own phenomenal coffee, Ernesto has turned APG into a pinnacle of specialty coffee in the area, offering agronomical consulting to local producers, and focusing on micro-lots that fetch higher than typical prices for their producers.



Costa Rica- Selva

Selva was founded in 2018 by Husband and Wife team Perry Czopp & Marieanela Montero. Selva Coffee works with about 40 smallholder producers and helps them promote their coffee. We also assist roasters and importers to find amazing, transparent coffees and build sustainable relationships with all of our partners in the process. Marienela's family has been growing coffee for four generations in the region of Tarrazu. As children, during school vacations, her family would harvest coffee and deliver the cherry to a local Coop that took care of the processing and trade of the product which is when her interest in coffee started and today, along with Perry, the help facilitate relationships between Farmers and Roasters while building a reputation as a quality focused exporter in Costa Rica.



Colombia- Azahar Coffee

Azahar, the coffee tree's blossom, marks the beginning of every bean we roast and the search for Colombia's best coffees. It represents their belief in the transparency of our relationships and in honoring the work and knowledge of each coffee farmer—all so that we can bring you a unique experience in the cup. Every harvest, Azahar exports micro lots and regional blends sourced directly from producers allowing importers and roasters to establish enduring, sustainable relationships with Colombian farmers. Traditionally, Colombia has always exported its best coffee. Contributing to that tradition, Azahar sources their own coffee from farmers all across the country and ships it around the world. But with a roastery in Quindío and a couple cafés in Bogotá, they do our best to serve as much of it here as they can.



Honduras- Beneficio San Vicente

San Vicente's founder, Fidel Paz, began working in Peña Blanca (department of Santa Barbara) in the early 1980s, when most coffee buyers considered Honduras to be a useful washed mild Arabica at best. For 20 years Don Fidel worked hard to establish Beneficio San Vicente as a reliable exporter of premium bulk SHG coffees, growing steadily as rising coffee prices encouraged more locals to plant farms and get involved. In 2000, Don Fidel's son Fidel and nephew Arturo joined the business, adding new dimensions of agronomy, sales and marketing expertise to the already-successful company.

Single farmer "microlots" started gaining popularity around the same year as programs like the Cup of Excellence competition began showcasing coffees from the aldeas (villages) around Peña Blanca – such as El Cielito, El Cedral and Las Flores – for the first time. In 2009, another one of Don Fidel's sons, Benjamin Paz, joined the San Vicente team to further develop the strong farmer – roaster connections already forming. Benjamin's passion, expertise and commitment to the farmers took the company's business to the next level. Today, Benjamin is recognized as a Honduran celebrity in specialty coffee markets everywhere, working hard to foster new relationships between producers and roasting companies of all sizes. Atlas is extremely proud to work with the Paz family and Beneficio San Vicente.

How Pricing Works?

When roasters talk about green coffee pricing, we use a variety of terms that can often cloud how much buyers actually pay for coffee at various stages of the supply chain. On average, the terms used for coffee prices are farmgate, FOB, and EXW, which refer to prices paid at different points in the supply chain, but what do they mean? Each of these terms constitutes an important piece of the coffee pricing puzzle but each one can be as elusive as the last and determining the real costs, depending on who you're working with, can be damn nearly impossible.

Coffee prices, even high quality coffee prices, are mostly determined by the commodity futures market, commonly called the C market. The going rate for a pound of coffee changes daily based on global yield projections, consumer demand, and the usual fluctuations of various financial markets. Due to these factors, the market has experienced many volatile, short-term price shocks, wreaking havoc on farmers. It is clear to us that a reliance on this commodity market has failed small farmers, perpetuating a life of abject poverty for many and threatening the supply of quality coffee.

At Metric, our 2021 minimum price of \$3.00/lb for Regional Blends and \$4.50/lb for Single Origin releases which is well above the C-Market \$1.40/lb and \$1.60/lb Fair Trade Minimum.

Here is a breakdown of the different pricing models:



C-MARKET

Most coffee in the world is priced and traded based off of the C-Market. The C-Market price is determined daily at the New York Stock Exchange setting a benchmark price for coffee sold by projecting future supply and demand of coffee. The 2019 C-Market prices fail to provide enough money to meet the cost of production for the partners we work with. In addition, the insecurity of a volatile price that is constantly rising and falling generates significant risk for our partners. At Madcap, our prices are negotiated outside of the C-Market taking real variables into account in order to generate a sustainable price that will not only cover our partners cost, but also allow for reinvestment.

Farmgate

This is the price that a producer directly gets for their coffee. This term can be confusing, as there is no international standard for defining or communicating farmgate pricing, and its definition will depend on different people's interpretations. The Farmgate will vary considerably depending on the stage, as there is a certain amount of loss and inherent risk associated with each one. Loss comes from removing the fruit, pulp, humidity, parchment and defects at each stage of the processing. Risk comes from anything that could potentially go wrong during the processing of a coffee, as well as risks in selling/finding a market for the coffee and securing a sustainable price for it.

F.O.B.

The price listed in this report is F.O.B., or Free on Board. F.O.B is the most commonly used classification when speaking about price transparency but it is not by any means a true representation of prices paid to coffee farmers. This is the price that is paid when coffee is departing the country where it is grown and could also be seen as "Price Returned to Origin." F.O.B. The price is different from the farm gate price, which is the price the farmer receives, and it is also different from the final cost paid for the coffee to get to Chicago.

EXW price

EXW stands for the ex-warehouse price, which means the price when the coffee gets delivered to the warehouse in the country of consumption. Between the port of origin and the warehouse, the coffee has to land at the port, go through customs, and enter the warehouse. Since each of these processes costs money, the ex-warehouse price is higher than the FOB, further from what the farmer got paid but slightly closer to an actual cost estimate for the importer

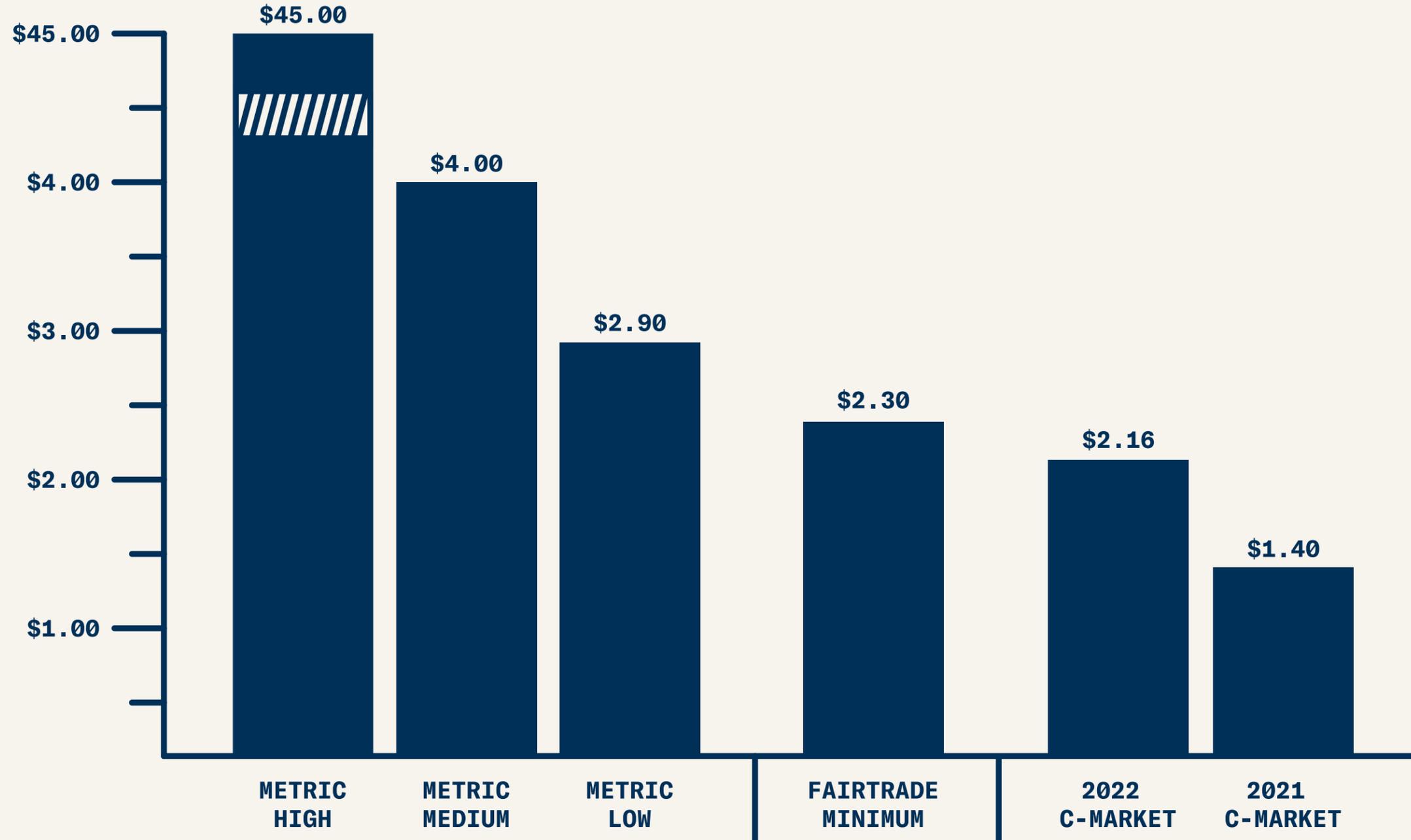
Return to Origin (RTO)

Some roasters are also calculating the 'Return to Origin' percentage, which is the FOB as a percentage of the final cost of roasted coffee. For example, a 10% RTO means that 10% of the final price of the roasted coffee remained in the origin where the coffee was produced. This is a well-intentioned initiative, but the challenge is that it can be misleading. A higher RTO does not necessarily mean that the producer was paid more, as it depends on the margin added by the roaster. For example, 10% of a higher-priced roasted coffee could represent more money back to the producer than 20% of a lower-priced coffee.

Direct Trade

Direct trade is a sourcing methodology that was designed to increase transparency along the supply chain, specifically with regards to the price paid to farmers called farm-gate price. With Direct Trade, there is no single, global, third-party-verified direct trade certification, and no governing body that establishes, oversees, or enforces the standards of direct trade.

Metric vs Market Price



Current Challenges

Since the 1970's the average C-Market price for coffee has hovered at around \$1.40 with the primary reason due the current increase is a drawdown in certified stocks, the physical coffee which underpins the C market, in bonded warehouses at American and European ports. Devastating frosts in Brazil led the C market on a rapid climb, while heavy unseasonable rains in Colombia (coming on the heels of mass protests that halted the harvest and transport of coffee) drastically reduced supply there as well, compounding the issue. Then, the Russian invasion of Ukraine, created a host of additional complexities and complications to coffee farmers and the slowly declining C-Price is likely to be met by exponentially higher prices for fertilizer along with increased costs from inflationary adjustments affecting gas and oil.

Increasing Fertilizer Prices and Rising Cost of Production

The price of agricultural inputs is on the rise for farmers across the globe. NPK fertilizer (nitrogen, phosphorus, and potassium), a crucial element in coffee production, has tripled in price in almost all coffee growing regions. This volatility in the cost of production must be offset by higher sale prices for coffee producers; or, if the fertilizer is not available or is too expensive to purchase, production volumes will fall, resulting in higher prices due to diminished supply.

Low Yields

A coffee plant's productivity varies in response to a number of factors. These range from the production environment (soil, precipitation, altitude, latitude, shade, and so on) to genetics, the ever-increasing effects of climate change, farm practices, and soil management. Pests and diseases are a persistent issue for coffee producers, and if not properly managed, they can be devastating. A pest infestation or fungus outbreak can cause producers to sacrifice a significant proportion of their crop and suffer financial losses as a result.

Labor Shortages & Higher Labor Costs

Labor shortages in the coffee industry are already frequent. Pickers are not afforded a fixed income, job security, or health insurance. A reduction of labor supply could affect the amount of coffee harvested and raise wages. An increase to labor costs would more severely impact larger coffee plantations, where labor often accounts for more than half of total production costs in many countries. As profits decrease, farmers might be forced to leave some of the production unharvested, which may lead to increased incidence of diseases and pests, such as the coffee berry borer.

Coffee Leaf Rust

Coffee rust is caused by the fungus *Hemileia vastatrix* in the order Pucciniales (rust fungi), which evolved approximately 15 Mya to infect species of *Coffea* in the paleotropics. The symptoms of coffee rust include small, yellowish, oily spots on the upper leaf surface that expand into larger round spots that turn bright orange to red and finally brown with a yellow border. The rust pustules are powdery and orange-yellow on the underleaf surface. Later the pustules turn black. Rusted leaves drop so that affected trees are virtually denuded; such trees have significantly lower coffee yields and usually die within a few years. In totality, the combined effects of low farmgate prices, increasing input costs, insufficient credit, and aging coffee plants have been persistent and common barriers for farmers to control CLR.

Climate

Harvest delays due to poor weather conditions throughout all producing regions in Colombia have added to recent challenges for coffee producers, with excessive rain in the southern regions and abnormal drought in the north of the country. These difficult conditions are related to the second straight year of La Niña, referred to as a “double-dip” by the National Oceanic and Atmospheric Administration, which is expected to last through early Spring 2022.

Covid-19

The ongoing socioeconomic disruptions caused by the COVID-19 pandemic pose a huge challenge for the global coffee industry. Declining global coffee consumption, farm labor shortages, and increasing production costs will negatively impact coffee harvests and investments in the sector, at least in the short term. There are growing fears that these disruptions will likely create conditions that could trigger another CLR epidemic that could further displace the livelihoods of millions of farmers and farmworkers in the Americas and other major coffee-growing regions. The impacts levied by the COVID-19 pandemic are unprecedented, but this moment also highlights the global coffee sector's fundamental susceptibility to recurring crises. It thus calls for transformational changes to deliver sustainable and equitable forms of resilience across the sector.

Sourcing Overview

In 2022 Metric Coffee sourced eighty-six lots of coffee from eight countries for a total annual purchase of **271,089 pounds**.

As a company committed to valuing coffee producers and creating a more equitable supply chain, we paid a combined **\$586,147.50** above market price for these coffees.

Our average amount paid per pound of single origin lots was \$5.63, 2.63x the 2022 global average commodity market price of \$2.14 per pound.

Our average amount paid per pound for blender lots was \$4.14, 1.93x the 2022 global average commodity market price of \$2.14 per pound.

72% of these coffees were direct-trade from single farmers. 22% were purchased directly from cooperatives and community projects. Just 6% were purchased the working with trusted partners on the open market.

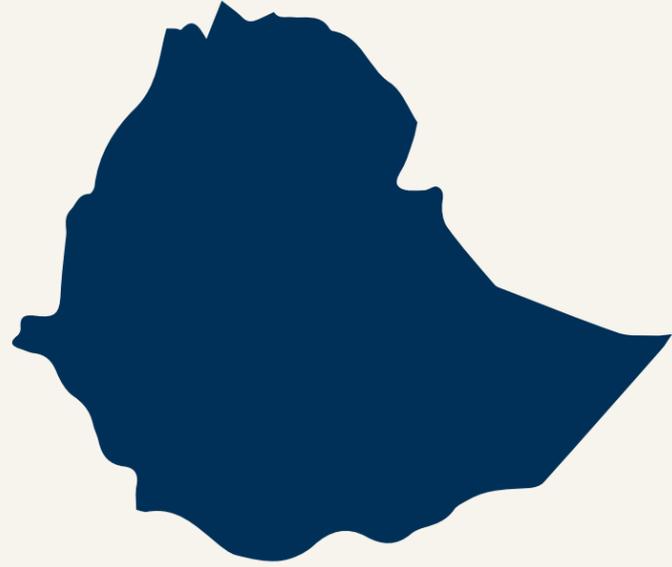


Global Totals



ORIGIN	POUNDS	TOTAL PAID (USD)	PAID OVER MARKET
ETHIOPIA	53,692.15	\$229,884.13	\$114,982.93
HONDURAS	74,630.59	\$306,115.08	\$146,405.62
COLOMBIA	29,753.47	\$155,565.04	\$91,892.61
GUATEMALA	27,235.93	\$100,552.71	\$45,197.62
MEXICO	19,227.00	\$84,465.93	\$43,320.15
PERU	52,362.05	\$211,635.28	\$100,712.79
COSTA RICA	13,858.27	\$69,735.07	\$40,078.37
KENYA	330.00	\$2,484.90	\$1,778.70
TOTAL:	271,087.47	\$1,160,438.15	\$586,147.50

Ethiopia



Lots:
12

Pounds of Green Goffee:
53,692.15

Average Price:
\$4.33 / LB

Average Paid Over Market:
\$2.19 / LB

LOT	POUNDS	PRICE / LB	PAID OVER MARKET
WORKA CHELBESSA	13,227.75	\$4.14	\$2.00
HATESO DAMBI UDO	661.39	\$6.94	\$4.80
YAYE CHERICHO	661.39	\$8.45	\$6.31
HAYISSA OLOCHO KERAMO	132.28	\$9.48	\$7.34
DECAFE HALO HARTUME	5,940.00	\$4.09	\$1.95
WATE GOGUGU	1,984.16	\$3.98	\$1.84
ARICHA IDIDO	3,968.32	\$4.37	\$2.23
GERBO DOGO	6,613.87	\$5.00	\$2.86
BETA BORE	3,968.32	\$4.47	\$2.23
BIRBIRSA	6,613.87	\$3.80	\$1.66
BIFTU GUDINA	5,291.10	\$3.95	\$1.81
REFISA	4,629.71	\$3.98	\$1.84

Honduras



Lots:
10

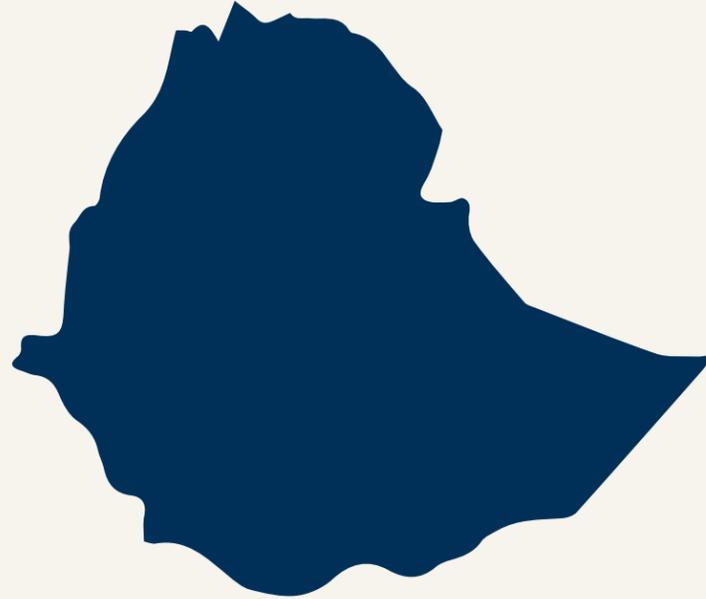
Pounds of Green Coffee:
74,630.59

Average Price:
\$5.27 / LB

Average Paid Over Market:
\$3.13 / LB

LOT	POUNDS	PRICE / LB	PAID OVER MARKET
PROYECTO CABANAS	59,022.22	\$3.85	\$1.71
ALMA PINEDA PARANEIMA	1,673.31	\$5.74	\$3.60
COSMA	3,068.46	\$3.62	\$1.48
LA COMMUNION	7,605.95	\$5.00	\$2.86
ALMA PINEDA HONEY	760.60	\$5.69	\$3.55
ALMA PINEDA SL28	304.24	\$8.44	\$6.30
DIONISIO RIVERA	760.60	\$4.94	\$2.80
REMIGIO CASTELLANOS	760.60	\$5.94	\$3.80
EL BRUJO	608.48	\$5.94	\$3.80
LA SALSA	66.14	\$20.44	\$18.30

Colombia



Lots:
27

Pounds of Green Coffee:
29,753.47

Average Price:
\$5.23 / LB

Average Paid Over Market:
\$3.09 / LB

LOT	POUNDS	PRICE / LB	PAID OVER MARKET
CARLOS CORTES	617.30	\$5.70	\$3.56
RIGIBERTO NAVARRO	1,543.24	\$5.64	\$3.40
DECAF ALSAMA	1,543.24	\$3.90	\$1.76
GABRIEL BUENDIA	1,234.59	\$5.76	\$3.62
CARLOS GUAMANGA	158.73	\$5.86	\$3.72
MARIA ELSI CHAVEZ	1,080.27	\$5.33	\$3.19
MARIA ELSI CHAVEZ	924.94	\$5.33	\$3.19
RECOLECTORES	4,629.71	\$4.92	\$2.78
VINCENTE MERNANDEZ	771.62	\$4.94	\$2.80
LUIS MACHABAJJOY	771.62	\$5.29	\$3.15
NELSON CHAVEZ 1	617.30	\$6.72	\$4.58
CLAUDIA GUZMAN	617.30	\$5.58	\$3.44
NELSON CHAVEZ 2	1,234.59	\$6.57	\$4.43

Colombia Cont.

LOT	POUNDS	PRICE / LB	PAID OVER MARKET
LUZ DARY BURANO	462.79	\$5.58	\$3.44
EINER TIMANA	1,080.27	\$5.58	\$3.44
GLADIS BEATRIZ CHAVEZ	1,234.59	\$5.58	\$3.44
BERNARDO CHAVEZS	617.30	\$5.67	\$3.53
JESUS SALAZAR	617.30	\$5.53	\$3.39
CHAVEZ FATHER & SON	925.94	\$6.00	\$3.86
ASOSPAC TOLIMA	4,629.71	\$3.78	\$1.64
CARLOS CORTES 2	423.29	\$5.92	\$3.78
CARLOS CORTES NATURAL	52.91	\$6.16	\$4.02
NELSON CHAVEZ NATURAL	105.82	\$5.77	\$3.63
CARLOS CORTES 3	617.30	\$5.65	\$3.51
NELSON CHAVEZ 3	694.46	\$6.84	\$4.71
BERNARDO CHAVEZ 2	1,003.10	\$5.78	\$3.64
CHAVEZ FATHER & SON 2	1,543.24	\$6.00	\$3.86

Guatemala



Lots:
12

Pounds of Green Goffee:
27,235.93

Average Price:
\$3.68 / LB

Average Paid Over Market:
\$1.54 / LB

LOT	POUNDS	PRICE / LB	PAID OVER MARKET
HAMACAS	304.24	\$5.25	\$3.11
DON ANGEL	304.24	\$5.25	\$3.11
LA BARRANCA 1	3,650.86	\$3.35	\$1.21
LA BARRANCA 2	456.36	\$5.25	\$3.11
EL PATIO	3,802.98	\$4.25	\$2.11
LOS VOLCANES	1,521.19	\$3.81	\$1.67
LA PROVIDENCIA PALHU	1,521.19	\$4.11	\$1.87
PIEDRA NEGRA	66.14	\$8.55	\$6.41
LAS CUEVAS	330.69	\$7.55	\$5.41
LOS ALTOS	66.14	\$7.55	\$5.41
ENCUENTROS 1	7,605.95	\$3.35	\$1.21
ENCUENTROS 2	7,605.95	\$3.35	\$1.21

Mexico



Lots:

6

Pounds of Green Coffee:

19,227.00

Average Price:

\$5.11 / LB

Average Paid Over Market:

\$2.97 / LB

LOT	POUNDS	PRICE / LB	PAID OVER MARKET
CAFETO NUEVO PARAISO	.7,910.19	\$3.37	\$1.23
FINCA SANTA CRUZ	912.71	\$7.28	\$5.14
ERNESTO PEREZ NATURAL	60.00	\$14.00	\$11.86
RAFAEL SOLIS GALVES	1,521.19	\$6.12	\$3.98
SILVIA HERRERA TUPI	1,216.95	\$7.64	\$5.50
SAN FERNANDO	7,605.95	\$4.17	\$2.03

Peru



Lots:
11

Pounds of Green Goffee:
52,362.05

Average Price:
\$4.03 / LB

Average Paid Over Market:
\$1.89 / LB

LOT	POUNDS	PRICE / LB	PAID OVER MARKET
DIONISIO PINTADO 1	1,977.55	\$4.44	\$2.30
DIONISIO PINTADO 2	1,216.95	\$4.44	\$2.30
LA PALESTINA	204.24	\$4.44	\$2.30
EL REJO GESHA	304.24	\$4.44	\$2.30
EL REJO 2	1,825.43	\$4.44	\$2.30
EL REJO 3	2,129.67	\$4.44	\$2.30
EL REJO 4	1,825.43	\$4.44	\$2.30
ANDRES ABARCA GOMEZ	529.11	\$4.44	\$2.30
ULISES NAIRA	2,433.91	\$4.44	\$2.30
EYDER ALARCON	2,777.83	\$4.80	\$2.66
AGUA DULCE	37,037.69	\$3.85	\$1.71

Costa Rica



Lots:

7

Pounds of Green Goffee:

13,858.27

Average Price:

\$5.83 / LB

Average Paid Over Market:

\$3.69 / LB

LOT	POUNDS	PRICE / LB	PAID OVER MARKET
Solis Cordero	8,366.55	\$4.51	\$2.37
Don Eli Tematica	760.60	\$5.71	\$3.57
La Bandera Diego	66.14	\$20.51	\$18.37
Juanra Montero Catuai	1,521.19	\$5.11	\$2.97
Juanra Montero Mokka	405.65	\$7.51	\$5.35
Juanr Montero Venecia	1,215.94	\$5.21	\$3.07
Solis Cordero	1,521.19	\$6.01	\$3.87
Cinnamon			

Kenya

**Lots:**

1

Pounds of Green Goffee:

330.00

Average Price:

\$7.53 / LB

Average Paid Over Market:

\$7.53 / LB

LOT	POUNDS	PRICE / LB	PAID OVER MARKET
KAMAVINDI	330.00	\$7.53	\$5.39

Looking Ahead

Low and volatile prices for green coffee are not the only challenges that growers face. They also have to contend with social issues such as food insecurity, aging farmer communities, migration and young people leaving to cities and the poor social and economic conditions of coffee pickers; economic topics that include low productivity, aging coffee trees, expensive fertilizers, lack of market information, poor direct market access; and environmental challenges such as soil erosion and degradation, changing climate conditions and poor waste water management among other factors. So what is the solution? In order to reach real sustainability, the coffee industry must become fine-tuned to the living income realities of coffee producers at a local level, like education, healthcare, and adequate housing. One partner leading the way in coffee producer equity is Azahar Coffee in Colombia.

For example- the folks at Azahar Coffee collected data establishing a mathematical equation that takes into account the average annual yield and cost of production to create a set of annual incomes. Currently, they include the poverty line, minimum wage plus an allowance for healthcare and pension, living income and now a new concept released just this year called “A more prosperous income”. The result- by adding each income goal to the producers annual costs, Azahar obtains average prices to achieve in order for roasters to make sound buying decisions that positively impact the producers they buy coffee from.



Conclusion

As we reflect on all of our achievements in 2021, we can see how far we've come in the last 9 years- from our early days roasting nights & weekends out of tiny room inside Humboldt Park Warehouse to then, in 2013, moving our Probat and a few bags of coffee to legitimately launch Metric here at 2021 W Fulton. Today, as we look towards the future, we are encouraged by our organic growth along with the support of our wholesale and retail customers and it is because of you that we are the company we are today.

Your support in Metric allows us to focus on what matters- the producers that grow the coffee you enjoy and the staff here in Chicago who make it real and everyone in between.

Thank You