

A close-up photograph of a person's hands sorting coffee cherries on a dark wooden tray. The person is wearing a light blue button-down shirt. The cherries are in various stages of ripeness, from green to bright red. The background is softly blurred, showing more of the person and the tray.

Counter Culture Coffee

Transparency Report

Why Transparency

At Counter Culture, we take a unique approach to buying coffee. Not only do we work hard to build relationships in our supply chain, we share information to promote transparency along that supply chain, as well. This information flow is far from normal in the coffee industry, but it helps us to improve coffee quality, as well as build trust in our relationships. We could share our opinion of how things are going, especially as it relates to the core of our business—sourcing coffee—but we think it's more valuable to show our progress by sharing actual data.

We've reworked our reporting section and titled it "Transparency" because we see this page as a one-stop shop for sharing everything about how we do business. Think of it as a super-detailed About Us page that includes information about our company, our operations, and how we buy coffee.

A Letter from our President



In 1996, my partner Fred Houk and I attended the Sustainable Coffee Congress hosted by the Smithsonian. Over the course of the three-day event we shared thoughts with more than 250 other members of the coffee community on building a sustainable supply chain. Ultimately, the conversation resulted in universal agreement that building a sustainable future for coffee meant that we must focus on environmental, social, and economic issues. Thus my introduction to what we now call the triple-bottom-line and, for me, the foundation for my attitude about business for the next 20 years.

After this conference, I realized that a focus on sustainability is not charity and not just about the environment. Instead, I realized it was the best business model for Counter Culture to embrace in order to accomplish consistent, long-term success. It is not an either/or proposition: either we ignore sustainability and make profits OR we embrace sustainability and sacrifice profits. Ultimately, I firmly believe that business decisions made through the lens of sustainability result in greater profitability over an extended period of time.

As part of our efforts to build a business through the lens of sustainability we first made it a part of vision statement. By clearly stating, ***“Counter Culture is committed to real social, environmental and fiscal sustainability”*** we made it real. From the supply chain, to the building materials used in our facilities, to employee benefits, we have tried to filter our decisions through the sustainability lens. When balanced properly, the results have been long-lasting and beneficial for the business. Asking ourselves how we can continue to do this with our supply—all people with whom we interact—in a profitable way has resulted in 21 years of consistent growth, an incredibly deep and wide supply chain, an inviting and engaging company culture, excellent customer loyalty, national brand recognition, and more than 10 years of quarterly profit sharing.

Early in building our business we realized that a critical component of achieving our sustainability goals is transparency. The basic premise is that we are working together to create mutually beneficial partnerships where the needs of both parties are met. Whether the focus is financial, environmental, or the burden of bearing risk, a commitment to open, honest communication ensures a better outcome.

In addition to the importance of transparency, we also realized we will never reach a finish line for sustainability. Pursuing a sustainable balance in business means that we will always push for more-environmentally-sensitive coffee, less waste, stronger relationships and better, longer-term solutions to the challenges we will face.

There is no finish line.

At the end of the day, this helps us be a better business today, tomorrow, and in the future.

Sincerely,

A handwritten signature in black ink that reads "Brett Smith". The signature is written in a cursive, slightly slanted style.

Brett Smith

President

About Us

2015 was a momentous year for Counter Culture Coffee. Not only did we become a bi-coastal roastery with the opening of our Emeryville, CA, location, we grew our internal operations, capacity, and team, as well. We educated coffee communities in 11 regions and invested in the partnerships that help make our supply chain stronger, more transparent, and quality-focused. Below are nine metrics that put 2015 at Counter Culture into perspective.



Green Spending

In an effort to support the sustainability efforts of our staff, Counter Culture provides up to \$500 in matching funds per employee annually for individual projects that contribute to environmental or personal well-being. In 2015, \$17,554.43 was distributed through the Green Fund—an increase of 67% over 2014.



Education

Counter Culture employees spent 3,705 hours educating baristas and home enthusiasts about coffee in 2015. We sent 2,482 people out into the world in 2015 with knowledge from the 475 labs we taught at [our regional training centers](#).



78.9% Organic

Our commitment to buying organic coffee remains strong, as does our commitment to our coffee-producing partners as they continue to explore and adopt increasingly sustainable agricultural practices. In 2015, 78.9% of the 2,280,270 pounds we purchased was certified organic.



Certified Coffee Professionals

For baristas looking to put their coffee knowledge to the test, we offer [barista and coffee steward certifications](#) for Certified Coffee Professionals (CCP), both of which require lab-based written and practical exams. In 2015, we certified 65 baristas and 22 coffee stewards—compared against 2014's 67 and 19, respectively.



Barista Training

2015 brought Counter Culture Training and Education to two new communities—Charleston, SC, and Emeryville, CA—bringing our training center count to 10 across the country.



West Coast Roasting

Since opening the Emeryville roastery in July 2015, we have roasted 65,220 pounds serving 22 wholesale accounts in LA, 6 in Seattle, and 16 in San Francisco. Watch out East Coast! The West is coming for you!



Industry Outreach

We examine not only our own operations and sustainability footprint, but also our contributions to greater industry-wide efforts. Last year, we donated our time as board members and volunteers for World Coffee Research, the Specialty Coffee Association of America's Sustainability Council, the Sustainable Coffee Challenge, the Coalition for Coffee Communities, and the CRS Borderlands Advisory Council.



SEEDS

We allocated almost \$30,000 last year to support projects undertaken by the farmers and co-ops we work with, including housing for teachers in Papua New Guinea and organic composting programs in Burundi and Guatemala. Recognizing the importance of a resilient global coffee market in a broader sense, we also gave \$12,063.41 to support World Coffee Research and \$5,000 to support the Coalition for Coffee Communities.



Technical Support

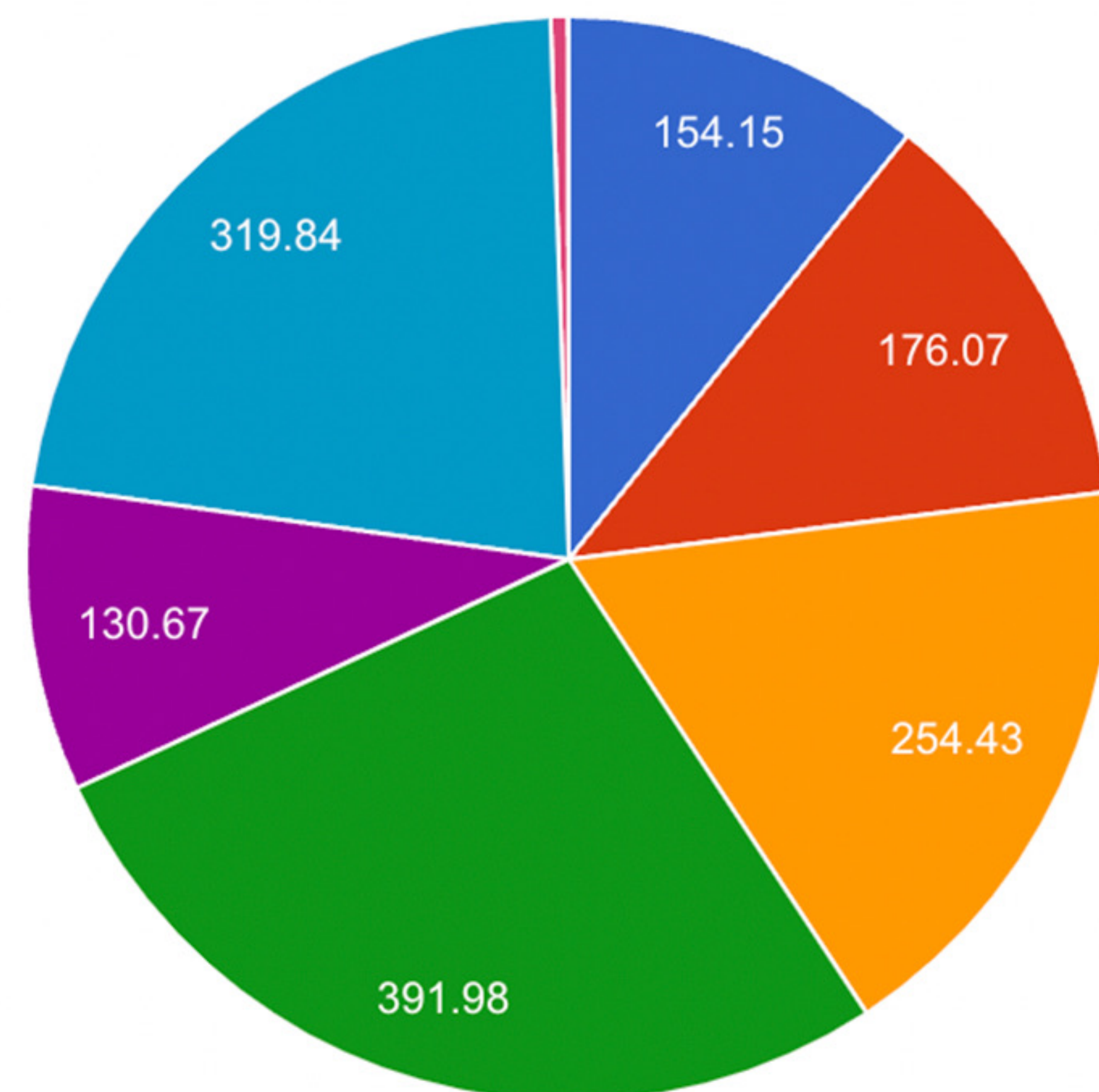
Our talented team of 11 customer support technicians performed 1,287 preventative maintenance services and serviced 471 espresso machines at our cafe and restaurant customers across the country.

Our Carbon Footprint

We're always working on ways to make our operations more sustainable, a goal that becomes more challenging but also more important as we add more staff and locations around the U.S. 2015 was a big year for us with our Emeryville roastery opening, but we managed to make some small gains in efficiency while roasting about 20% more coffee. With a new headquarters and multiple new training centers on the horizon, our 2016 focus has been on building out more efficient spaces. With each build-out, we learn more about what we can do to reduce the carbon footprint of our existing spaces.



2015 Total Emissions by Type (Tonnes CO₂e)



Wind Energy

In November 2015, we started offsetting the electricity portion of our carbon footprint in real-time by purchasing wind energy credits. We offset 45 tonnes of CO₂e this way last year, and plan to offset the remaining emissions through support of forestry projects in coffee-growing regions.



Gaining Efficiency

Our largest reductions were in electricity use and commuting emissions- reductions resulting from behavior changes that speak to our staff's commitment to sustainability.



Biggest Source

Our single biggest source of emissions in 2015 was the transportation of our staff. We opened on the West Coast as well as added a staff member in Ethiopia, contributing to a significant increase in our emissions from long-haul flights.



Shipping emissions

We opened our West Coast roastery in Emeryville in June of last year, bringing our roasted beans much closer to our expanding West Coast customer base. Our biggest source of emissions in 2014 was UPS shipping, but this year our shipping emissions per pound are down, especially for air freight.



2014 v 2015

In 2014, we made some big changes in the way we collect data and that made our reporting more accurate. We carried these changes through to our 2015 data collection, making the two years easier to compare and find areas for improvement.



Carbon Offsets

The carbon market has come a long way since we first started offsetting our energy consumption in 2010; and for the first time, last year we were able to purchase certified carbon offsets within the coffee supply chain. Our purchase last year offset two years worth of consumption by planting trees and sustainably managing forests on 10 hectares of coffee farms in Chiapas, Mexico, a land area equivalent to 18.5 U.S. football fields.



Waste Diversion

We're diverting approximately 48% of our production waste stream at our Durham HQ. For 2016, our goal is to divert 75% and we've installed a new sorting system to help us get there.



2014 Greenhouse Gas Report

In 2014, we made some big changes in the way we collect data and that made our reporting more accurate. We carried these changes through to our 2015 data collection, making the two years easier to compare and find areas for improvement.



How We Buy Coffee

We take a unique approach to buying coffee at Counter Culture. In general, we make detailed contracts with each of our partners before their harvest even begins, a process that requires a lot of planning and communication. Working together, we set specific goals and projects for that harvest, which include things like processing experiments, lot separations, and target bean-moisture levels. Going forward, we'll be adding sustainability aspects to these goals, as well. In contrast to selecting which coffees to buy while visiting origin, this planning process gives both our partners and us added predictability, the ability to plan financially, and the freedom to experiment. As reflected in the [Stories](#) section below, things don't always go according to plan, but working through those hiccups is what good partnership is all about.

The information included in this year's report is another step in our journey to provide the data that most-accurately reflects how we buy coffee. There are two important distinctions from the data we shared in our [2014 Transparency](#). We're including all coffees instead of just single-origin coffees, and we're reporting on coffees we [contracted](#) in 2015 instead of just coffees we ended up selling in 2015. And we decided to make this switch because it's more representative of our intentions and more accurately reflects the reality of coffee-buying.

We're sharing this information in large part because we want to have the data to back up what we say about [how we buy coffee](#). To put it another way, we should be able to look at this data and have evidence as to whether our coffee-buying philosophy is actually working, right? Yes, eventually. With one year of data—two for most of our [single-origin coffees](#)—we can easily calculate metrics like average [FOB](#) and [cupping score](#) that give us a general picture of the coffee we buy. However, all of our coffee-buying partnerships are different—from growing climates, to varieties, to country-specific regulations on markets. This makes it very challenging to compare the metrics of a coffee from Honduras to a coffee from Ethiopia, for example, and glean anything meaningful. What's more indicative of whether or not our purchasing principles are actually working is to look at data for each partnership over time. In other words, to compare the metrics for a specific coffee now with the metrics for that same coffee five years ago.

In this sense, 2015 serves as a baseline year for us. Now that we're tracking all of this information for all of our coffees, we'll be able to look back five years from now and see what the trends in the data tell us about how well our purchasing philosophy is working.

Key Takeaways



Can You “Spot” the Difference?

Only 3% of coffee bought in 2015 was **spot!**
Every year we do our best to buy great coffees from our partners, but in certain circumstances we buy coffee that is not part of a planned contract, otherwise known as “spot coffee.”



Lucky 13!

2015 was the 13th year we worked with Roberto Salazar at Finca Pashapa and was also the first year we purchased from 26 new partners all around the world. Partnerships are the backbone of our purchasing philosophy, and we’re happy to have so many long-term relationships alongside the new ones.



FOB Price

In 2015 our average weighted **FOB** price for all coffees was \$2.96/lb. compared to the average arabica market price of \$1.30/lb. Our goal is to support farmers not just on environmental and social sustainability issues, but on financial issues, as well.



S-O FOB Price

We think higher quality should be rewarded by higher prices. Our weighted **FOB** for single-origin coffee was \$3.53/lb. in 2015 compared to the commodity market price of \$1.30/lb.



Average Cupping Score

In 2015, our average weighted cupping score was 85.45 and our scores ranged from 84–93.5. We partner with producers, co-ops, exporters, and importers who are just as quality-driven as we are and push each other to make coffees better every year.

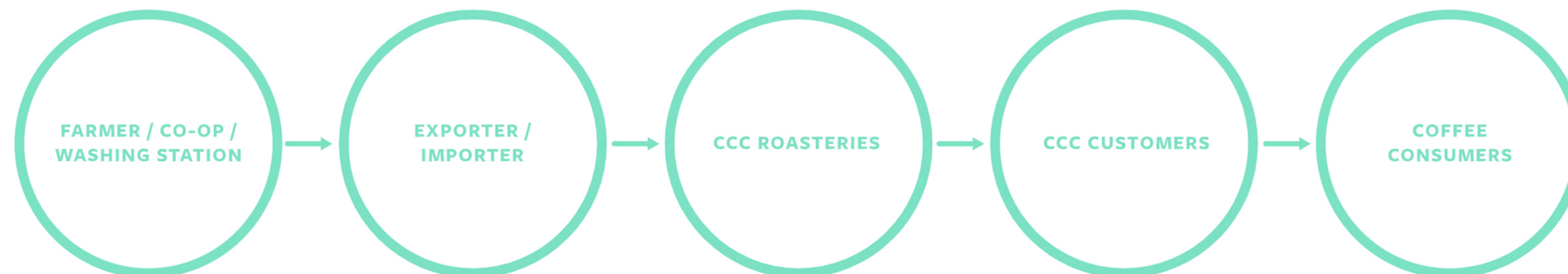


Mmm S-O Good

Our average weighted single-origin cupping score was 86.45 in 2015. We source the best-tasting coffees, selling them as separate products to highlight their quality and unique characteristics.

Supply Chain

For consumer-ready coffee to be sustainable, all of the practices along the supply chain should be taken into account—from how a coffee is grown to how it's consumed. As a roaster whose primary business is wholesale, we're in a unique position in the coffee supply chain. We rely on other people to grow coffee and on other people to brew and serve our coffee, as well—which means that we can only achieve our quality and sustainability goals by working with our partners. Our position in the supply chain allows us to be an agent of change, but only if we establish strong communication and information-sharing among all of our supply chain partners so that we're all working toward shared objectives. Transparency helps us build the trust that makes this information-sharing possible.



Stories

We enjoy working with all of our farmer partners and we'd like to share a few stories about those partnerships, both new and old, from 2015.



Nueva Llusta



Kamavindi



Buziraguhindwa



Baroida, Bonta, Kobuta, Boka

We enjoy working with all of

and old, from 2015.

Nueva Llusta



Bolivia can be a tough country to source in, but we continue our partnership with the Cenaproc Cooperative through thick and thin. In 2014, we had one of our best years. The coffees from Nueva Llusta and the single-farmer lots we carried were some of the best coffees we have ever had from Bolivia. Justina Ramos turned in two separate lots of coffees that were among the best lots of the year. Luis Huayhua turned in a spectacular lot, as well. 2015 was a more challenging year. The work that we do with Cenaproc is very in-depth, and this attention to detail can sometimes lead to delays. In 2015, the sampling, milling, and export of the co-op's coffee took 3-1/2 more months than ideal, and we were concerned that the coffee might not reach our quality standards to be sold as a single-origin offering after so long. Fortunately, while the coffee didn't live up to the 2014 harvest, it arrived quite good, and we were pretty excited by the quality despite the challenges. Our travel in Bolivia this year focused on shoring up the infrastructure for lot selection and approvals, which everyone hopes will lead to faster shipments in 2016.

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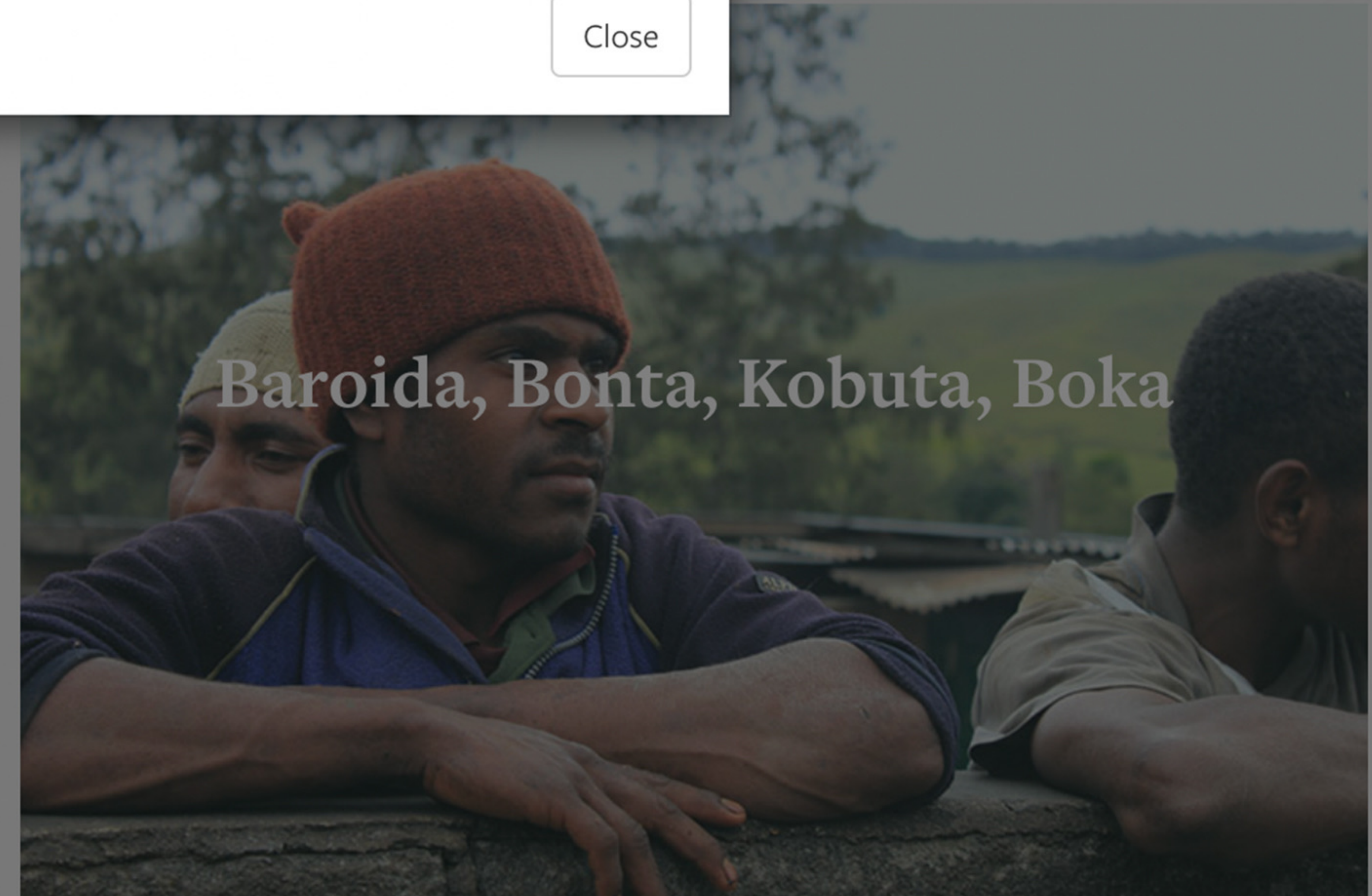
Nueva



indi



Buziraguhindwa



Baroida, Bonta, Kobuta, Boka

We enjoy working with all of

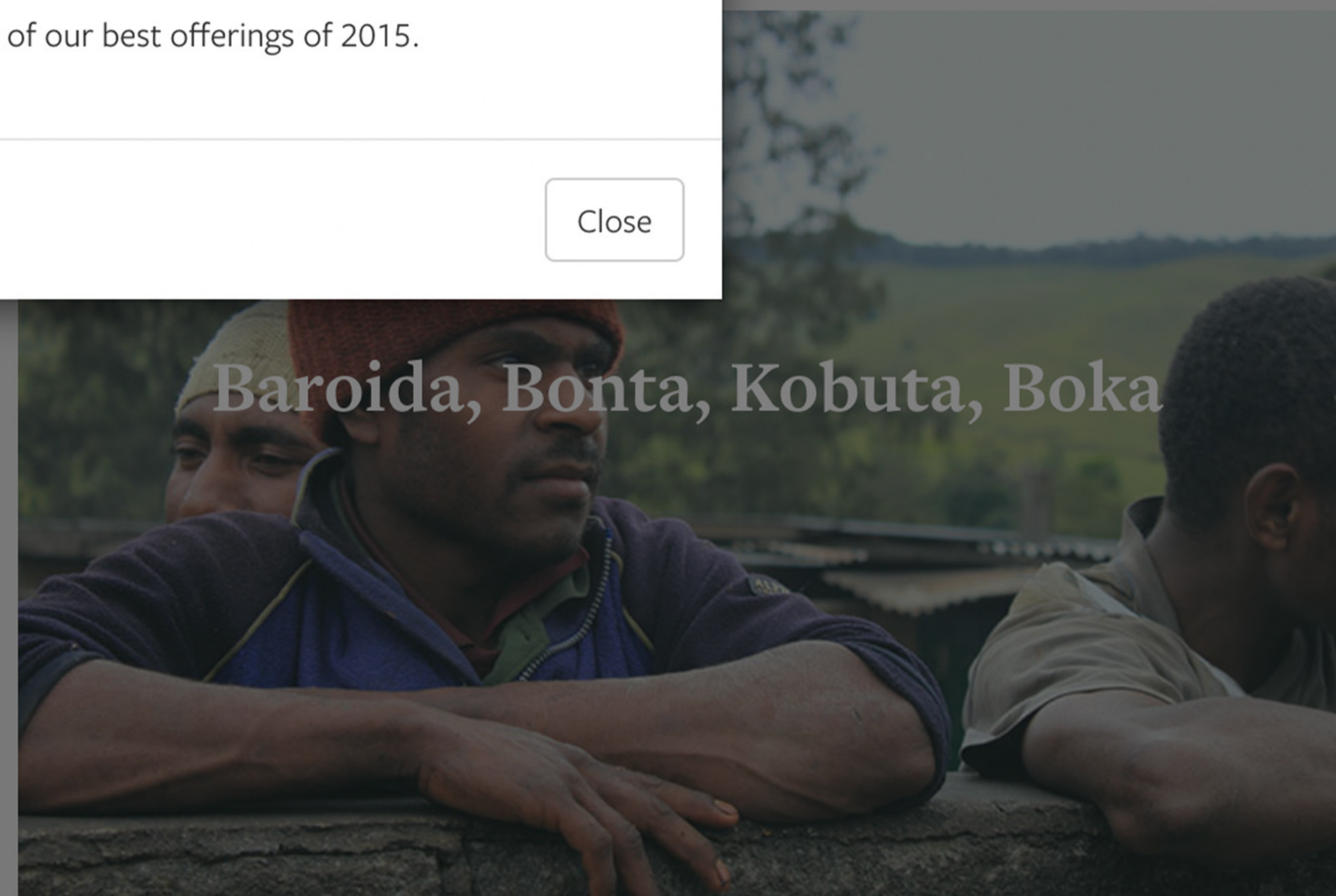
and old, from 2015.

Kamavindi



In 2013 and 2014 we started scouting and purchasing coffees from small estates in the regions of Kirinyaga, Kiambu, and Embu in Kenya. The small estates in these regions generally have their own processing setups, but, despite having this level of control over quality, most of their coffees end up blended into large, homogenous bulk lots. They receive relatively low auction prices and almost none of their coffees go to direct sales outside of the auction process. While scouting in this region a few years ago, we tasted coffee from the Kamavindi Estate. We tried the coffee multiple times over the next few years, but each time it had issues on the cupping table and we passed on purchasing. While on another visit to the region in November 2014, we stopped by the farm and talked to owners, the Mbature family. Peter Mbature, the son of the owner, was super-engaged and wanted to hear any ideas we had that might improve the Kamavindi's quality. We talked about a few potential practices and stayed in communication over the next few months. In just a few days time after that visit, Peter changed a half-dozen practices in their processing and even began to separate out their higher-quality SL-28 and Ruiru 11 varieties. In 2015, through communication and commitment by both parties, Kamavindi went from being a coffee we wouldn't consider purchasing to one of our best offerings of 2015.

Close



We enjoy working with all of

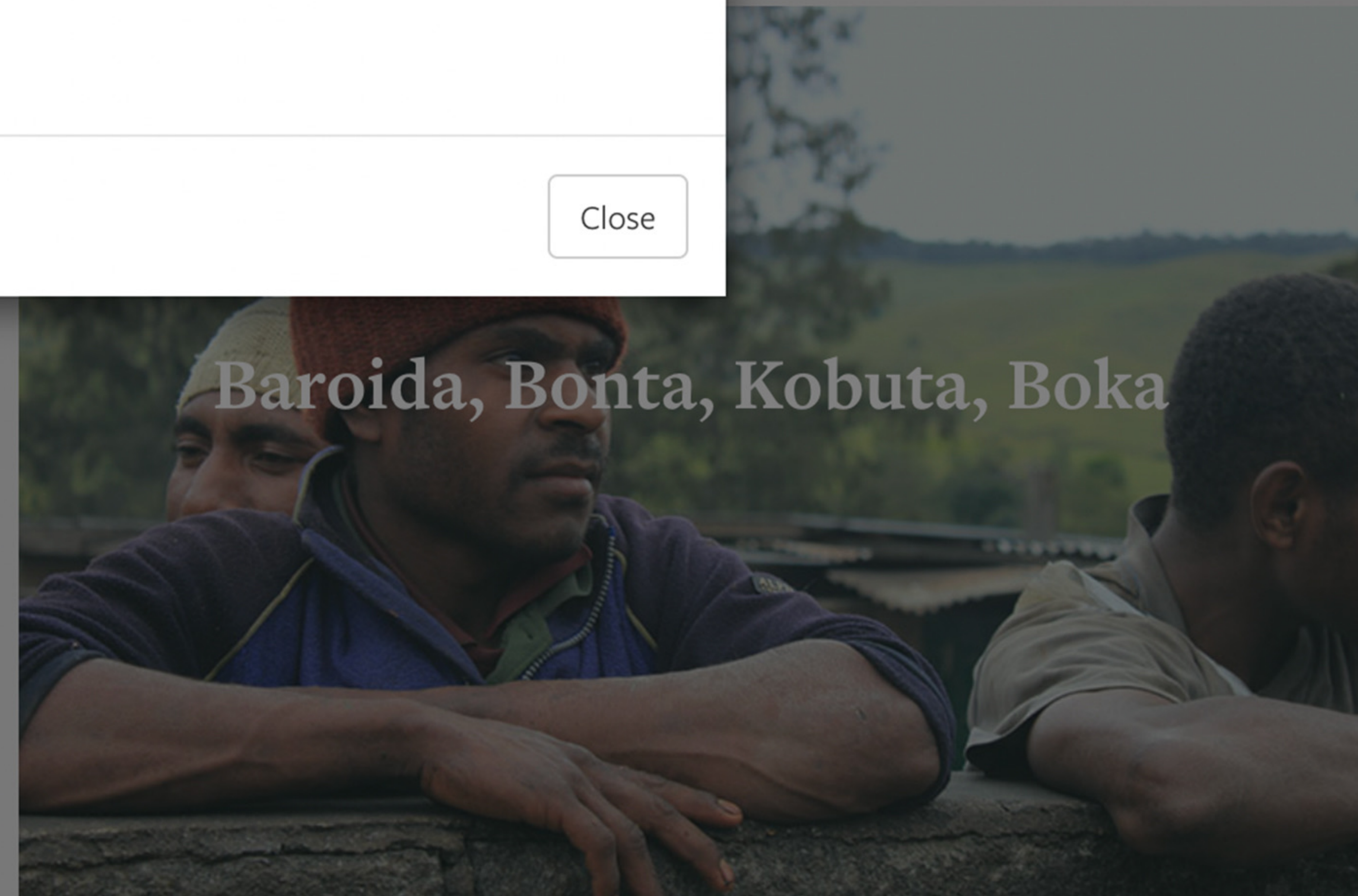
and old, from 2015.

Buziraguhindwa



With all of our partnerships, we go into a season with a plan of what we'd like to buy and goals for both the quality and the partnership for the year. In 2015, we worked with washing station owner Ramadhan Salum to set an ambitious plan for the coffees and the lots we were going to purchase. We had lots specifically from Ramadhan Salum's plot—as well as community lots—set aside that tasted amazing and everything was looking great. Then, in August, after the coffee was milled and waiting to be shipped, our exporter noticed that the wrong bags were being used to store the coffee. This mistake resulted in all of our lots having a mild chemical flavor from the bags and rendering the coffee unusable. This was hands-down the most heartbreaking moment of 2015 for us and for Buziraguhindwa. After weeks of brainstorming and putting together a plan, we decided to work with the coffee Buziraguhindwa still had at the washing station warehouse stored in the correct bags to try and piece together sellable lots. We hired cuppers in Burundi to go through all the coffees, and we rebuilt everything. The coffee shipped three months later than normal and we didn't meet many of the goals we started with for 2015, but we received coffee that tasted good, and, despite these terrible circumstances, we were able to support the growers with whom we work.

Close



We enjoy working with all of

and old, from 2015.

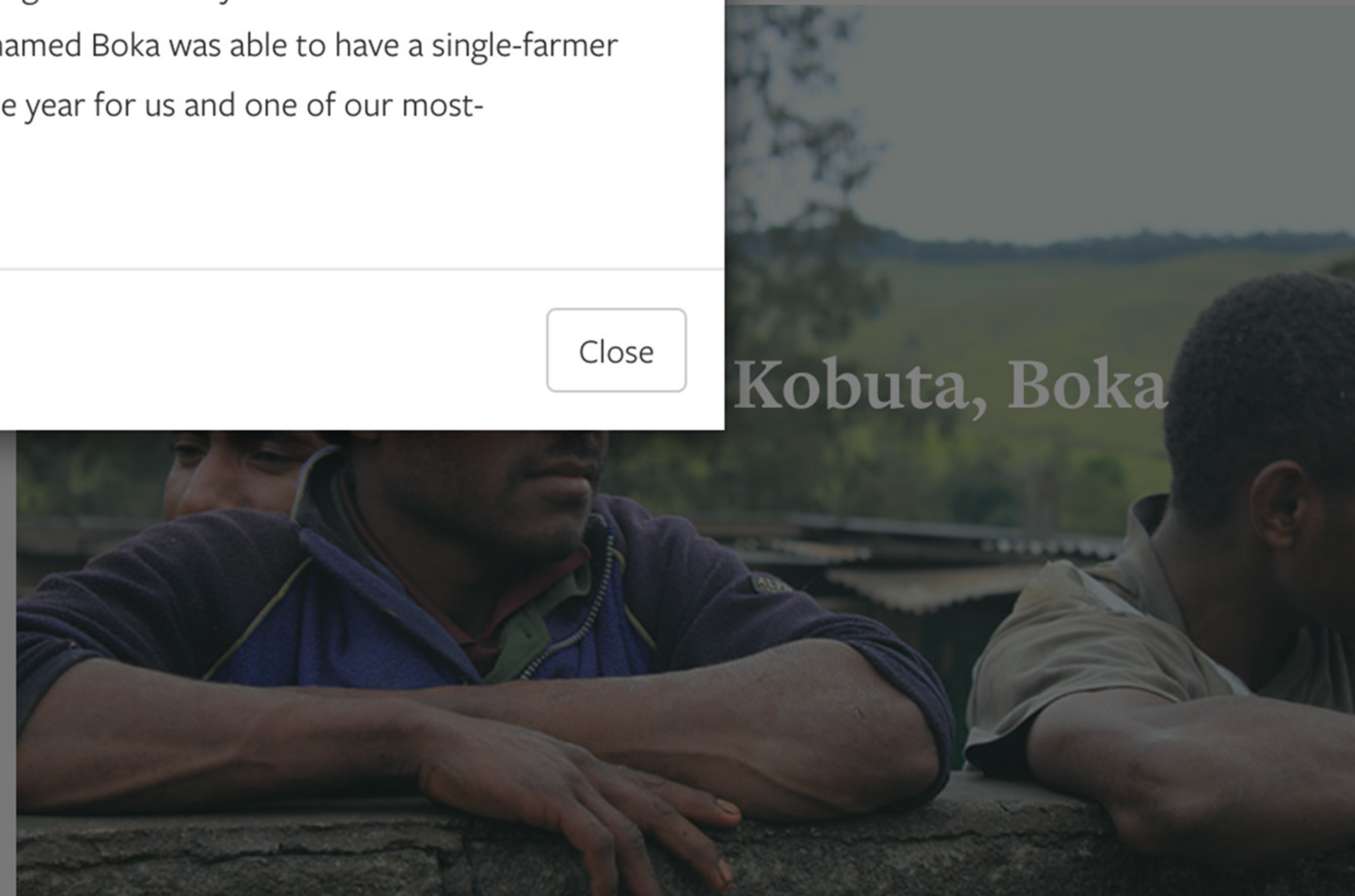
Baroida, Bonta, Kobuta, Boka



Papua New Guinea has been one of our most-exciting origins the last few years, and this is 100% because of our partnership with the Colbran family in the Eastern Highlands. We've had great coffee from them over the years, and 2015 was by far the best year yet. We liked this year's coffees so much that we dedicated the 2016 limited-release blend Sea Change to these coffees and the level of quality they've achieved.

How did this happen? Over the last two years we have been working on more-rigid quality control standards and working with growers to identify the best ways to communicate these standards to them and their employees. In 2015, we spent a week in the lab of the Colbran family working with their cuppers on what we are looking for and why. After this calibration and continued communication, the Colbrans knocked it out of the park, and every lot they sent to us in the second half of 2015 was outstanding. Not only did they do a great job on the baseline quality, this was also the first year that the the washing station was set up for community-specific coffee separation, which is something we have been talking about for years. This setup change allowed us to get community lots from Kobuta and Bonta—and also was the reason that a farmer named Boka was able to have a single-farmer lot. All of these coffee were a big highlight of the year for us and one of our most-successful partnerships of 2015.

Close





What's Next

The future of Counter Culture Coffee is bright. We've moved into a new HQ in Durham and added a brand new highly energy efficient roaster to our fleet. We're also working on creating better feedback loops within our supply chain so that we can strengthen our communication and collaboration with our stakeholders. On the coffee-sourcing side, we'll continue to refine the process of setting yearly quality and sustainability goals with each of our partners.

Our goal is to be the best that we can within our own operations, and be transparent about our work so that others can learn from our successes and failures. Even if we get everything right internally, joining forces with other coffee industry peers and creating common goals are necessary to make large-scale sustainability impacts. No one company or buying relationship or certification is ever going to make coffee a sustainable industry, but we are hopeful that if we put our minds and dollars together, we can start moving along the spectrum towards increased sustainability more deliberately and at an increasing pace.

We have given you a lot of information here with the hopes that you'll both learn more about where coffee comes from and use that understanding to make decisions about the coffee you buy. Please use this report to start conversations and ask questions. "Where does my coffee come from?" seems like a simple question, but the answer can and should be met with a robust answer.

Our Goals

Long-Term Partnerships

Goal
80%

80% of the coffee we purchase will come from multi-year partnerships



Carbon Footprint

Goal
30%

We will reduce our carbon footprint by 30% per roasted pound over 2014 levels



Employee Sustainability

Goal
\$30,000

Will we give \$30,000 to employees through our green fund to support personal sustainability projects



Packaging

Goal
100%

100% of our coffee packaging will be either recyclable or compostable



Climate Change

Goal
75%

75% of our producer partners will have a climate change adaptation plan in place



Measuring Quality and Sustainability

Goal
100%

100% of our partnerships will have yearly quality and sustainability goals, and progress towards those goals will be measured using objective tools



Frequently Asked Questions



More on Cupping



Why FOB



Missing Coffees



Farm Visits



Duplicate Coffees



Names of Coffees



More on Cupping

Cupping coffee is a methodology that people in the coffee industry use to evaluate coffee quality. Scoring includes measurements of both the smell and taste of a coffee. We aim to limit the intrinsic subjectivity of cupping through rigid protocols. When cupping, we are not simply assessing flavors, but, rather, interpreting flavors as representative of factors that contribute to quality. We don't rate coffees from different places or different processing methods on different scales. This doesn't mean that all coffee should taste the same. Rather, it means that there are universal quality characteristics that are present in different flavor profiles from around the world. At Counter Culture, our scores correspond to the following descriptions:

97-100	Near perfect to perfect
94-96	Outstanding
90-93	Excellent
87-89	Very Good
85-86	Good
83-84	OK
80-82	Marginal

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Names of Coffees



Why do we use FOB as our price metric?

FOB stands for “Free On Board,” and represents the price paid for a coffee at the point of export, when it is ready to be loaded onto a ship at port. FOB represents the price paid after farming, processing, milling, and preparation for export, but before overseas shipping, importation, and overland transport. The commodity market price for coffee is expressed in terms of FOB, as is the Fair Trade Organization’s minimum price. It is the generally accepted measure to talk about coffee prices. This price can create some confusion, as it is neither the true price paid to the farmer nor the true price paid by the roaster, but instead represents a point somewhere in between. For a more in-depth explanation on price transparency, see this [post](#).

Frequently Asked Questions



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Names of Coffees



Missing Coffees

You may have noticed that some of your favorite coffees aren't in the table or on the map. This just means that we didn't contract those coffees during the 2015 calendar year, even if we had them available on our offering list. In many cases, we contracted coffees late in 2014 and then not again until 2016—not because we skipped buying them for a year, but because coffee contracting can be a little wonky and doesn't always happen at the same time for the same coffee each year.

Our next step will be reporting on coffees by hemisphere, which is a more logical way to segment our information than calendar year since so much of our buying is driven by seasonality. Once we complete our transition to reporting on coffees by hemisphere later this year, you'll be able to see the most up-to-date information about all of our coffees. In the meantime, data from the past crop of most of the coffees missing here, like Idido, Haru, Tairora, Concepción Huista, and Cinco de Junio is available in our [2014 Transparency Report](#).

Frequently Asked Questions



More on Cupping



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Farm Visits



Duplicate Coffees



Names of Coffees



Farm Visits

In years past, we've included the date of our last farm visit in our reporting. We continue to visit farms because we think that's a valuable way to begin building a relationship and become familiar with a coffee. Once a relationship is established, however, often the most effective form of communication isn't visiting the farm once every few years, it's emails, skype calls, messaging through phone apps, and phone conversations every few weeks. It's through this sustained back-and-forth contact that farmers can get more immediate feedback and answers to their questions—and how good relationships are built and maintained. Another reason the "farm visits" metric doesn't quite fit anymore is that we've started having more farmers visit us here in Durham. This not only gives them access to our lab and lab equipment, it also lets them take a look at our operations and see how we score, roast, and ship coffee.

Frequently Asked Questions



More on Cupping



Why FOB



Missing Coffees



Farm Visits



Duplicate Coffees



Names of Coffees



Why Some Coffees Appear More Than Once

There are a few reasons that some coffee names appear more than once in the data set, but it's mostly due to the data being based on contracts. Sometimes, we buy multiple containers of coffee from a co-op, for example, and each container is contracted separately. Other times, we happened to make a contract for a coffee twice in 2015, the opposite issue than what's explained in the "missing coffees" note.

Sometimes there are multiple entries for one relationship for a much cooler reason—they're separating out different lots based on farmer, geography, variety, etc., and we bought those lots, often at a higher price, in addition to their main lot. Finca El Puente is a great example. Achieving this degree of separation is an indication of a great partnership, and we hope to see more coffees heading in this direction in the future.

Frequently Asked Questions



More on Cupping



Why FOB



Missing Coffees



Farm Visits



Duplicate Coffees



Names of Coffees



Names of Coffees

In this report, we try to be as accurate about the names of coffees as possible. In most cases, the names here are either names of farmers, farms, geographic locations, or co-ops. Sometimes there is a notation after a name like "A" or "Gr2." These notations mean different things in different partnerships, but generally refer to bean size, level of sorting, or quality.

TRANSPARENCY REPORT

COFFEE	COUNTRY	CO-OP NAME (IF APPLICABLE)	NAME COFFEE SOLD AS	FOB PRICE	WEIGHT IN LB.	CUP SCORE	NOTES	FIRST YEAR PURCHASED
Cenaproc #2	Bolivia	Cenaproc	Nueva Llusta	\$3.65	30,200	85.5	We have worked with the small farmers that are members of the Cenaproc Cooperative for long time now. This was the second container.	2004
Cenaproc AA	Bolivia	Cenaproc	YR	\$3.25	8,305	87	This is was our 9th year working with the Cenaproc co-op. We had more microlots and some of the best quality of any year.	2004
Cenaproc AAA	Bolivia	Cenaproc	Nueva Llusta	\$3.60	9,815	88	This is was our 9th year working with the Cenaproc co-op. We had more microlots and some of the best quality of any year.	2004
Cenaproc PB	Bolivia	Cenaproc	Nueva Llusta Peaberry	\$3.25	1,510	89	This is was our 9th year working with the Cenaproc co-op. We had more microlots and some of the best quality of any year.	2004
Deofilia Quispe	Bolivia	Cenaproc	Nueva Llusta Peaberry	\$4.50	453	87	This is was our 9th year working with the Cenaproc co-op. We had more microlots and some of the best quality of any year.	2004
Don Nicasio Quispe	Bolivia	Cenaproc	YR	\$3.07	6,040	81	This is was our 9th year working with the Cenaproc co-op. We had more microlots and some of the best quality of any year.	2004
Finca Bella Vista	Bolivia	Cenaproc	YR	\$4.32	1,208	86.5	This is was our 9th year working with the Cenaproc co-op. We had more microlots and some of the best quality of any year.	2004
Jose Guaqui	Bolivia	Cenaproc	Off menu	\$4.50	302	89	This is was our 9th year working with the Cenaproc co-op. We had more microlots and some of the best quality of any year.	2004
Justina Ramos	Bolivia	Cenaproc	Justina Ramos	\$4.50	302	90.5	This is was our 9th year working with the Cenaproc co-op. We had more microlots and some of the best quality of any year.	2004

COFFEE	COUNTRY	CO-OP NAME (IF APPLICABLE)	NAME COFFEE SOLD AS	FOB PRICE	WEIGHT IN LB.	CUP SCORE	NOTES	FIRST YEAR PURCHASED
Juvenal Huanca	Bolivia	Cenaproc	Juvenal Huanca	\$4.50	604	90	This is was our 9th year working with the Cenaproc co-op. We had more microlots and some of the best quality of any year.	2004
Luis Huayhua	Bolivia	Cenaproc	Luis Huayhua	\$4.50	604	90	This is was our 9th year working with the Cenaproc co-op. We had more microlots and some of the best quality of any year.	2004
Nueva Llusta	Bolivia	Cenaproc	Nueva Llusta	\$3.35	37,750	84	We have worked with the small farmers that are members of the Cenaproc co-op for long time now.	2004
Tres Productores de Cenaproc	Bolivia	Cenaproc	YR	\$3.25	2,567	86	This is was our 9th year working with the Cenaproc co-op. We had more microlots and some of the best quality of any year.	2004
Zarranda	Bolivia	Cenaproc	YR	\$3.25	1,359	88	This is was our 9th year working with the Cenaproc co-op. We had more microlots and some of the best quality of any year.	2004
Zenon Caravini	Bolivia	Cenaproc	YR	\$4.50	302	88.5	This is was our 9th year working with the Cenaproc co-op. We had more microlots and some of the best quality of any year.	2004
Buziraguhindwa - Campazi Community	Burundi	n/a	YR	\$3.27	3,960	85	All of these lots were bought to explore the hillsides around the washing station. A problem in the bagging caused us to have to rebuild this container and focus on a second round of samples.	2010
Buziraguhindwa Lot 1677	Burundi	n/a	Buziraguhindwa	\$3.27	5,280	86	All of these lots were bought to explore the hillsides around the washing station. A problem in the bagging caused us to have to rebuild this container and focus on a second round of samples.	2010
Buziraguhindwa - Mfunda	Burundi	n/a	Buziraguhindwa	\$3.57	2,640	85	All of these lots were bought to explore the hillsides around the washing station. A problem in the bagging caused us to have to rebuild this container and focus on a second round of samples.	2011

COFFEE	COUNTRY	CO-OP NAME (IF APPLICABLE)	NAME COFFEE SOLD AS	FOB PRICE	WEIGHT IN LB.	CUP SCORE	NOTES	FIRST YEAR PURCHASED
Buziraguhindwa Natural Sundried 11052	Burundi	n/a	Buziraguhindwa	\$3.62	5,280	89	All of these lots were bought to explore the hillsides around the washing station. A problem in the bagging caused us to have to rebuild this container and focus on a second round of samples.	2013
Buziraguhindwa Natural Sundried 11051	Burundi	n/a	Buziraguhindwa Natural Sundried	\$3.62	5,280	87	All of these lots were bought to explore the hillsides around the washing station. A problem in the bagging caused us to have to rebuild this container and focus on a second round of samples.	2013
Buziraguhindwa Ramadhan Salum Estate	Burundi	n/a	Buziraguhindwa	\$3.57	1,320	86	All of these lots were bought to explore the hillsides around the washing station. A problem in the bagging caused us to have to rebuild this container and focus on a second round of samples.	2010
Buziraguhindwa - Silas Selection Muruta	Burundi	n/a	Buziraguhindwa	\$3.32	2,640	86	This lot was selected by washing station manager Silas.	2010
Mpemba Natural Sundried	Burundi	Mpemba	Mpemba	\$3.62	2,640	88	The Kazoza N'lkawa co-op's members participated in an organic composting workshop we sponsored in the region a few years ago as they work to transition to better organic agricultural practices.	2012
Mpemba Washed	Burundi	Mpemba	Mpemba Natural Sundried	\$3.27	10,560	87	The Kazoza N'lkawa co-ops members participated in an organic composting workshop we sponsored in the region a few years ago as they work to transition to better organic agricultural practices.	2012
Nkonge - Longmiles/Olam	Burundi	n/a	Off menu	\$4.25	528	90	We purchased this coffee spot for an off-menu private label selection.	2015
ASOATA Organic	Colombia	ASOATA	YR	\$1.98	3,020	85	We bought this coffee spot while scouting for more good organic offerings in Colombia.	2015
ASOPCAFA	Colombia	ASOPCAFA	YR	\$2.20	7,550	85.5	This coffee was purchased spot. This is the first time an organic coffee from Hulia has been really interesting for us, and it's certainly a coffee we are going to look at in 2016.	2015

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ASOPCAFA	Colombia	ASOPCAFA	YR	\$2.07	12,080	85.5	This was a spot purchase.	2015
CRS Borderland - To be Amended per lot	Colombia	n/a	YR	\$2.40	37,750	83-90	This is our continued partnership with the communities and areas CRS is working with in Nariño. We're grateful to be a part of this project, and we had a great year with the lots that came out of the project. We sold many of them as single-origin offerings, and we hope to do so again next year.	2013
CRS Borderland - To be Amended per lot	Colombia	n/a	YR	\$2.40	33,975	83-90	This is our continued partnership with the communities and areas CRS is working with in Nariño. We're grateful to be a part of this project, and we had a great year with the lots that came out of the project. We sold many of them as single-origin offerings, and we hope to do so again next year.	2013
CRS Borderland - To be Amended per lot	Colombia	n/a	YR	\$2.40	18,875	83-90	This is our continued partnership with the communities and areas CRS is working with in Nariño. We're grateful to be a part of this project, and we had a great year with the lots that came out of the project. We sold many of them as single-origin offerings, and we hope to do so again next year.	2013
Finca Belgravia - Bourbon	Colombia	n/a	Not sold yet	\$10.00	231	85	We purchased these special lots bought to support variety testing that's being done with Caravela for the Orgánica co-op.	2015
Finca Belgravia - Castillo	Colombia	n/a	Not sold yet	\$10.00	154	86	We purchased these special lots bought to support variety testing that's being done with Caravela for the Orgánica co-op.	2015
Finca Belgravia - Caturra	Colombia	n/a	Not sold yet	\$10.00	77	86.5	We purchased these special lots bought to support variety testing that's being done with Caravela for the Orgánica co-op.	2015
Finca Belgravia - Colombia #1	Colombia	n/a	Not sold yet	\$10.00	385	87	We purchased these special lots bought to support variety testing that's being done with Caravela for the Orgánica co-op.	2015

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Finca Belgravia - Colombia #2	Colombia	n/a	Not sold yet	\$10.45	154	86	We purchased these special lots bought to support variety testing that's being done with Caravela for the Orgánica co-op.	2015
Finca Belgravia - Tabi #1	Colombia	n/a	Not sold yet	\$10.00	462	88	We purchased these special lots bought to support variety testing that's being done with Caravela for the Orgánica co-op.	2015
Finca Belgravia - Tabi #2	Colombia	n/a	Not sold yet	\$10.45	77	88	We purchased these special lots bought to support variety testing that's being done with Caravela for the Orgánica co-op.	2015
Jesus Fernando Maya Duran	Colombia	n/a	Off menu	\$6.25	308	87	This is a single-farmer lot from the Orgánica co-op.	2007
La Golondrina #1	Colombia	Orgánica	La Golondrina	\$3.70	37,750	87	We have a long-term partnership with the Orgánica co-op and they were one of the organizations with worked with in the first year of our Duke Climate Change project.	2006
La Golondrina #2	Colombia	Orgánica	La Golondrina	\$3.70	37,750	86.5	We have a long-term partnership with the Orgánica co-op and they were one of the organizations with worked with in the first year of our Duke Climate Change project.	2006
La Golondrina #3	Colombia	Orgánica	La Golondrina	\$3.70	12,250	85.5	We have a long-term partnership with the Orgánica co-op and they were one of the organizations with worked with in the first year of our Duke Climate Change project.	2006
La Golondrina #4	Colombia	Orgánica	La Golondrina	\$3.70	11,550	85.5	We have a long-term partnership with the Orgánica co-op and they were one of the organizations with worked with in the first year of our Duke Climate Change project.	2006
Los Rosales #1	Colombia	Cafes Especiales	Rosales	\$3.00	37,750	86.5	We have loved our offerings from Nariño, Colombia. This is our second year working with the Cafés Especiales co-op in Nariño to source coffees.	2014
Los Rosales #2	Colombia	Cafes Especiales	Rosales	\$3.05	37,750	86.5	We have loved our offerings from Nariño, Colombia. This is our second year working with the Cafés Especiales co-op in Nariño to source coffees.	2014

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Los Rosales – AA vacuum	Colombia	Cafes Especiales	Rosales	\$3.05	22,638	86.5	We have loved our offerings from Nariño, Colombia. This is our second year working with the Cafés Especiales co-op in Nariño to source coffees.	2014
Los Rosales – AAA vacuum	Colombia	Cafes Especiales	Rosales	\$3.55	1,540	86.5	We have loved our offerings from Nariño, Colombia. This is our second year working with the Cafés Especiales co-op in Nariño to source coffees.	2014
Los Vascos A NOP	Colombia	AsotBilbao	YR	\$2.88	18,875	85	We bought this coffee to explore organic Colombian offerings.	2015
Los Vascos AA NOP	Colombia	AsotBilbao	YR	\$3.28	18,875	85.5	We bought this coffee to explore organic Colombian offerings.	2015
Organic Los Vascos	Colombia	AsotBilbao	YR	\$2.80	37,750	85.5	We're developing more organic partnerships in Colombia for use in our year-round products.	2015
Nelson Melo	Colombia	Orgánica	Nelson Melo	\$6.25	154	89	This is a single-farmer lot from the Orgánica co-op.	2008
Willington Gutierrez Collazos	Colombia	n/a	Off menu	\$4.85	616	87.5	This coffee is our first single-farmer lot from the Tolima region.	2015
Ecuador Caravela	Ecuador	n/a	SO/YR	\$4.65	37,750	87	We were excited to be back in full purchasing mode in southern Ecuador this year. This contract turned into dozens of small lots.	2011
ABS, Santa Ana	El Salvador	n/a	YR	Redacted at producer's request	130,464	84	This coffee is 100% Boubon, picked crazy-ripe, and we get to work more with Aida Batlle. Win win win.	2015
Aida's Grand Reserve	El Salvador	n/a	Aida's Grand Reserve	Redacted at producer's request	150	89	This is a special selection lot built by Aida Batlle from her farms.	2004
Finca Kilimanjaro Mixed	El Salvador	n/a	Off menu	Redacted at producer's request	987	88	This is a limited release from Aida's amazing farm.	2004

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Finca Los Alpes Mixed	El Salvador	n/a	Off menu	Redacted at producer's request	420	87.5	This coffee mostly goes to other buyers, but we do get access to a small volume.	2004
Finca Mauritania	El Salvador	n/a	Finca Mauritania	Redacted at producer's request	6,946	85	Our partnership with Aida is one of our longest. She works tirelessly to improve the quality of her farms.	2004
Finca Mauritania Mixed	El Salvador	n/a	Off menu	Redacted at producer's request	360	85.5	Our partnership with Aida is one of our longest. She works tirelessly to improve the quality of her farms.	2004
Finca Mauritania vacuum Microlots	El Salvador	n/a	Off menu	Redacted at producer's request	375	85	One of the things we like most about Aida is her drive to experiment.	2004
Finca Santa Elena	El Salvador	n/a	Finca Santa Elena	\$3.50	7,550	85.5	We like working with Finca Santa Elena, especially because 100% organic Bourbon variety is really hard to find.	2011
Montecristo, Metapan #1	El Salvador	n/a	Bulk	\$2.60	37,750	85	We're developing more sources for the Big Trouble profile from northern El Salvador.	2015
Montecristo, Metapan #2	El Salvador	n/a	Bulk	\$3.00	18,875	83	We're developing more sources for the Big Trouble profile from Northern El Salvador.	2015
Montecristo, Metapan #3	El Salvador	n/a	YR	\$2.00	41,525	85	We're developing more sources for the Big Trouble profile from Northern El Salvador.	2015
Nubes/ Montana Blend Organic	El Salvador	n/a	YR	\$3.25	22,650	84.5	These farmers are colleagues of Finca Santa Elena, and we're continuing to look for more organic coffees from this region.	2015
Selva Negra Geisha	El Salvador	n/a	Off menu	Redacted at producer's request	275	87	This coffee is from a farm working with Aida Batlle.	2014
Aleme Wako Natural	Ethiopia	YCFCU	YR	\$4.10	5,676	89	This coffee comes from partnerships we're developing with small single farms in Biloya community.	2014
Diddo Birre Natural	Ethiopia	YCFCU	YR	\$4.10	6,336	88	This coffee comes from partnerships we're developing with small single farms in Biloya community.	2014

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Girma Sentayhu Natural	Ethiopia	YCFCU	YR	\$4.10	6,204	88	This coffee comes from partnerships we're developing with small single farms in Biloya community.	2014
Hantate Gr3 Natural	Ethiopia	Sidama Union	Bulk	\$3.73	264	84.5	We purchased this coffee spot while we were awaiting a fresh crop from YCFCU.	2015
Hunkute Gr2	Ethiopia	Sidama Union	YR	\$3.48	1,320	89	We purchased this coffee spot for Apollo while we were awaiting a fresh crop of Idido.	2015
Mammo Boki Gr1	Ethiopia	YCFCU	YR	\$4.10	2,508	87	This coffee comes from partnerships we're developing with small single farms in Biloya community.	2013
Mekonen Udesa Natural	Ethiopia	YCFCU	YR	\$4.10	2,244	89	This coffee comes from partnerships we're developing with small single farms in Biloya community.	2014
Olke Birre Gr1	Ethiopia	YCFCU	Olke Birre	\$4.70	5,412	93.5	This coffee comes from partnerships we're developing with small single farms in Haru area.	2014
Organic Amaro Gr3	Ethiopia	n/a	YR	\$3.65	12,540	86	We purchased this coffee spot for Hologram and Forth Six while we were awaiting a fresh crop from YCFCU.	2015
Sheferaw Jego Natural	Ethiopia	YCFCU	YR	\$4.10	3,036	89.5	This coffee comes from partnerships we're developing with small single farms in Hama community.	2015
Shibiru Mekuria	Ethiopia	Idido	Off menu	\$30.00	44	93	We bought the pulper for Shibiru while we were in Ethiopia. He has just a few hundred trees at 2,440 meters. This is the first time he has processed his own coffee.	2015
Tsegaye Tekebo Natural	Ethiopia	YCFCU	YR	\$4.10	5,412	88	This coffee comes from partnerships we're developing with small single farms in Biloya community.	2014
Workiye Shallo Gr1	Ethiopia	YCFCU	Workiye Shallo	\$4.50	4,092	89	This coffee comes from partnerships we're developing with small single farms in Konga area.	2014

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Wottoma Sidama Gr2	Ethiopia	SCFCU	YR	\$3.51	9,240	87	This was a spot purchase, but did allow us to check out the quality from SCFCU co-op.	2015
AAPOSA, Atitlan	Guatemala	AAPOSA	Bulk	\$2.60	755	84	We purchased this coffee spot while waiting on coffee from A'xola.	2015
AdintheC lot 7	Guatemala	CODECH	YR	\$2.90	2,718	85	We purchased these lots to do a quality check on the moisture level of CODECH lots and to build our partnership with Atlas Importers.	2010
Adipy lot 6	Guatemala	CODECH	YR	\$2.90	4,077	84.5	We purchased these lots to do a quality check on the moisture level of CODECH lots and to build our partnership with Atlas Importers.	2010
A'xola	Guatemala	A'xola	YR	\$2.42	30,200	84	We're trying to start working with more co-ops in Huehuetenango. This coffee went into a number of year-round offerings.	2015
A'xola community lots	Guatemala	A'xola	YR	\$3.04	11,325	84.5	We're trying to start working with more co-ops in Huehuetenango. These were the first microlots this co-op has ever done.	2015
A'xola Microlot Blanco Caballero	Guatemala	A'xola	YR	\$3.50	1,208	88	We're trying to start working with more co-ops in Huehuetenango. These were the first microlots this co-op has ever done.	2015
A'xola Microlot Carro Cabic	Guatemala	A'xola	YR	\$3.25	5,134	85	We're trying to start working with more co-ops in Huehuetenango. These were the first microlots this co-op has ever done.	2015
A'xola Microlot Flor de Todos Los Santos	Guatemala	A'xola	A'xola	\$3.50	2,567	86.5	We're trying to start working with more co-ops in Huehuetenango. These were the first microlots this co-op has ever done.	2015
Canalej Community lot	Guatemala	CODECH	YR	\$2.30	28,841	86	These lots come out of a long-term partnership with the CODECH cooperative and focus on specific geographical areas.	2010
Canalej Community lot Especial	Guatemala	CODECH	YR	\$2.60	12,684	86.5	These lots come out of a long-term partnership with the CODECH cooperative and focus on specific geographical areas.	2010

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Decaf CODECH	Guatemala	CODECH	YR	\$2.60	45,300	85	CODECH was one of the co-ops with worked with for our Duke Climate Change project.	2010
Finca Nueva Armenia #1	Guatemala	n/a	YR	3.05	41,525	83.5	We've been working with the Recinos family for 12 years.	2003
Finca Nueva Armenia #2	Guatemala	n/a	YR	3.3	41,525	84	We've been working with the Recinos family for 12 years.	2003
Finca Nueva Armenia #3	Guatemala	n/a	YR	3.3	41,525	84	We've been working with the Recinos family for 12 years.	2003
La Voz #1	Guatemala	La Voz Que Clama en el Desierto	La Voz/YR	\$2.95	41,525	85	We've been working with the La Voz co-op for a few years, and they received a Seeds grant for an organic composting project in 2014.	2012
La Voz #2	Guatemala	La Voz Que Clama en el Desierto	La Voz/YR	\$2.95	41,525	85	We've been working with the La Voz co-op for a few years, and they received a Seeds grant for an organic composting project in 2014.	2012
Pedro Dionicio Funez	Guatemala	CODECH	YR	\$2.74	5,587	84	This is a unique single-farmer lot from a producer who is a member of the CODECH co-op.	2010
Sipacapa	Guatemala	Sipacapa	Sipacapa	\$3.00	41,525	86	Sipacapa's coffee first appeared in our holiday coffee years ago, and their quality and execution laid the groundwork for our ongoing partnership.	2013
Decaf Honduras, organic	Honduras	n/a	YR	\$2.30	8,607	84	This was a spot purchase.	2015
Dulce Nombre de Jesus #1	Honduras	n/a	YR	\$3.00	15,100	84.5	Dulce Nombre de Jesus is a section of Finca El Puente.	2005
Dulce Nombre de Jesus #2	Honduras	n/a	YR	\$3.25	18,875	87	Dulce Nombre de Jesus is a section of Finca El Puente.	2005
Finca El Puente #1	Honduras	n/a	Finca el Puente	\$3.55	11,325	86	We have been working with Moisés and Marysabel at Finca El Puente for almost 10 years now.	2005

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Finca El Puente #2	Honduras	n/a	Finca el Puente	\$3.25	15,100	86	We have been working with Moisés and Marysabel at Finca El Puente for almost 10 years now.	2005
Finca El Puente #3	Honduras	n/a	Finca El Puente	\$3.35	10,570	85.5	We have been working with Moisés and Marysabel at Finca El Puente for almost 10 years now. This is the second container we contracted for 2015.	2005
Finca El Puente #4	Honduras	n/a	Finca El Puente	\$3.35	11,325	84.5	We have been working with Moisés and Marysabel at Finca El Puente for almost 10 years now. This is the second container we contracted for 2015.	2005
Gesha PB	Honduras	n/a	Off menu	\$40.00	100	93	Moisés and Marysabel are doing amazing work with varieties. We love these interesting small lots.	2005
Java variety	Honduras	n/a	Off menu	\$8.00	233	86	Moisés and Marysabel are doing amazing work with varieties. We love these interesting small lots.	2005
Los Cipreses	Honduras	COMSA	Finca El Puente	\$3.50	7,550	86.5	We bought this lot to support Finca El Puente's test organic plot. We have purchased this lot for a number of years.	2005
Manuel Vallecillo	Honduras	n/a	Manuel Vallecillo	\$3.55	1,214	84.5	This is the first coffee we've bought from Santa Barbara, Honduras. We will continue to explore the area and the coffees there.	2015
Mokka El Puente	Honduras	n/a	Off menu	\$14.00	10	87	Moisés and Marysabel are doing amazing work with varieties. We love these interesting small lots.	2005
Pacamara EP	Honduras	n/a	Finca El Puente Variety: Pacamara	\$5.00	151	86.5	Moisés and Marysabel are doing amazing work with varieties. We love these interesting small lots.	2005
Pacamara M	Honduras	n/a	Finca El Puente Variety: Pacamara	\$5.00	302	86.5	Moisés and Marysabel are doing amazing work with varieties. We love these interesting small lots.	2005

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Rommel Melghan	Honduras	COMSA	Rommel Melghem	\$3.50	4,530	87	We continue to be inspired by the COMSA co-op and are looking for single-farmer lots from them that are a good fit for us.	2015
Victor Contraras #1	Honduras	COMSA	YR	\$3.25	3,020	85	We continue to be inspired by the COMSA co-op and are looking for single-farmer lots from them that are a good fit for us.	2015
Victor Contraras #2	Honduras	COMSA	YR	\$3.50	6,342	86	We continue to be inspired by the COMSA co-op and are looking for single-farmer lots from them that are a good fit for us.	2015
FTO Sumatra	Indonesia	n/a	Off menu	\$2.80	453	80	We purchased this coffee spot for an off-menu private label selection.	2015
FTO Sumatra - InterAmerican	Indonesia	n/a	Off menu	\$2.78	1,510	80.5	We purchased this coffee spot for an off-menu private label selection.	2015
Gura AA	Kenya	n/a	YR	\$4.25	1,320	89	We purchased this coffee spot to evaluate coffees from KCCE.	2015
Kamavindi AA	Kenya	n/a	Kamavindi	\$4.45	1,716	93	We recently had owner Peter Mbature speak at our company meeting in Durham.	2015
Kamavindi AB	Kenya	n/a	Kamavindi	\$3.96	1,848	91	We recently had owner Peter Mbature speak at our company meeting in Durham.	2015
Kinyari AA	Kenya	n/a	Kinyari	\$4.43	5,808	90	This is our second year buying from Stephen Ruita Munyi, owner of the Kinyari Estate.	2014
Kinyari PB	Kenya	n/a	Off menu	\$3.98	528	91	This is our second year buying from Stephen Ruita Munyi, owner of the Kinyari Estate.	2014
Mbeguka AA	Kenya	n/a	Mbeguka	\$4.40	2,376	92.5	This coffee comes from a desire to work with more farmers around Kibugu Embu.	2015
Mbeguka AB	Kenya	n/a	Mbeguka	\$3.50	1,254	92	This coffee comes from a desire to work with more farmers around Kibugu Embu.	2015
Muthonjo AA	Kenya	n/a	Muthonjo	\$4.40	2,244	92	This coffee comes from a desire to work with more farmers in the town of Kiamutugu.	2015
Muthonjo AB	Kenya	n/a	Muthonjo	\$3.62	1,848	92.5	This coffee comes from a desire to work with more farmers in the town of Kiamutugu.	2015

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Muthonjo PB	Kenya	n/a	Off menu	\$3.62	132	92.5	This coffee comes from a desire to work with more farmers in the town of Kiamutugu.	2015
Nyawira AB	Kenya	n/a	YR	\$2.91	2,640	90.5	This coffee comes from a neighbor and friend of the Mbature family of Kamavindi.	2015
Thiriku AA	Kenya	Thiriku	Thiriku	\$3.50	2,640	91.5	We have been buying coffee from Thiriku in the Nyeri region for five years now.	2010
ASM Guillermo Rojas Soldana	Mexico	n/a	YR	\$5.25	604	80	We're working with Caravela to explore new projects in Oaxaca.	2015
ASM Hildeberto Roman Espinoza	Mexico	n/a	YR	\$2.56	9,966	80	We're working with Caravela to explore new projects in Oaxaca.	2015
Decaf Mexico, organic	Mexico	n/a	YR	\$2.50	4,228	84	This was a spot purchase.	2015
Arc de Noe	Nicaragua	n/a	Not sold yet	\$2.53	21,140	84.5	This is an organic co-op working with Caravela in Nicaragua. We bought this to continue exploring organic coffees in Nicaragua and for use in Big Trouble.	2015
La Roca – Dipilto, Nicaragua	Nicaragua	n/a	YR	\$2.20	41,525	85	We're exploring new areas of Nicaragua with Caravela's new operations there.	2015
Las Marias AA, Orosi	Nicaragua	n/a	Not sold yet	\$2.46	9,362	86	This is a moderate sized, quality-focused farm in Nicaragua. Kyle visited the farm in 2015 and we are hoping to offer it as a single-origin.	2015
Las Sabanas A	Nicaragua	n/a	Not sold yet	\$2.40	4,077	84.5	These are growers from the same area as the Cinco de Junio co-op and some of them are former members. We are looking to buy different qualities from the growers and sell some as single-origin offerings and use others in year-round products.	2015
Las Sabanas AA	Nicaragua	n/a	Not sold yet	\$2.85	6,040	86	These are growers from the same area as the Cinco de Junio co-op and some of them are former members. We are looking to buy different qualities from the growers and sell some as single-origin offerings and use others in year-round products.	2015

COFFEE	COUNTRY	CO-OP NAME (IF APPLICABLE)	NAME COFFEE SOLD AS	FOB PRICE	WEIGHT IN LB.	CUP SCORE	NOTES	FIRST YEAR PURCHASED
Orosi A, Nueva Segovia	Nicaragua	n/a	YR	\$1.85	38,505	86	We're exploring new areas of Nicaragua with Caravela's new operations there.	2015
Baroida	Papua New Guinea	n/a	Baroida	\$3.40	12,684	86	Every year we continue to expand our work with the Colbran family. Bonta and Kobuta are community separations that they did specifically for Counter Culture.	2010
Baroida Special - Arusha MundoNovo Variety	Papua New Guinea	n/a	YR	\$3.40	2,869	87	Every year we continue to expand our work with the Colbran family. Bonta and Kobuta are community separations that they did specifically for Counter Culture.	2010
Bonta Community	Papua New Guinea	n/a	Bonta	\$3.30	13,288	87	Every year we continue to expand our work with the Colbran family. Bonta and Kobuta are community separations that they did specifically for Counter Culture.	2010
Kobuta	Papua New Guinea	n/a	Kobuta	\$3.30	10,872	88	Every year we continue to expand our work with the Colbran family. Bonta and Kobuta are community separations that they did specifically for Counter Culture.	2010
Apu - Caravela	Peru	Cenfrocafe	YR	\$2.42	41,525	84	We have a long-term partnership with Cenfrocafe and buy their coffees for both year-round products as well as single-origins.	2006
Valle del Santuario	Peru	Cenfrocafe	YR	\$2.29	41,525	83.5	We have a long-term partnership with Cenfrocafe and buy their coffees for both year-round products as well as single-origins.	2007
Jarama	Rwanda	n/a	Jarama	\$3.47	10,560	87	This coffee comes from Bufcafe owner Sam's new partnership with an estate and outgrower project in the West.	2015
Mataba	Rwanda	n/a	Mataba	\$3.47	2,640	87	We committed to this lot with Sam early in the season. It's a new purchasing area for Bufcafe.	2006
Mushubi	Rwanda	n/a	Bulk	\$3.47	2,640	80	We committed to this lot with Sam early in the season. It's a new purchasing area for Bufcafe.	2006

COFFEE	COUNTRY	CO-OP NAME (IF APPLICABLE)	NAME COFFEE SOLD AS	FOB PRICE	WEIGHT IN LB.	CUP SCORE	NOTES	FIRST YEAR PURCHASED
Nkurubuye	Rwanda	n/a	Nkurubuye	\$3.47	10,560	85.5	We committed to this lot with Sam early in the season. It's a new purchasing area for Bufcafe.	2006
Remera	Rwanda	n/a	Remera	\$3.47	10,560	88	This coffee comes from a washing station owned by Epiphane and her son Sam.	2005
Remera Natural	Rwanda	n/a	Remera Natural Sundried	\$3.47	2,640	88	We used this coffee in The Natural—one of our limited-release blends.	2012
Hunda Village	Timor Leste	n/a	YR	\$2.85	4,026	85	We want to continue to explore the potential out of Timor Leste and are working with our exporter MTC to start new quality projects this year.	2015
Lacau Village	Timor Leste	n/a	YR	\$2.85	13,200	84	We want to continue to explore the potential out of Timor Leste and are working with our exporter MTC to start new quality projects this year.	2014
Sabelo Village	Timor Leste	n/a	YR	\$2.85	5,214	84	We want to continue to explore the potential out of Timor Leste and are working with our exporter MTC to start new quality projects this year.	2015
Bukonzo Joint	Uganda	Bukonzo Joint	YR	\$2.74	26,400	83	We're working with Twin Trading to develop a long-term partnership with this co-op.	2011
Sipi Falls Estate	Uganda	n/a	YR	\$2.94	19,800	86	We continue developing and looking for quality coffees in Eastern Uganda.	2014
Uganda Chema Kapchorwa Special Selection	Uganda	n/a	YR	\$2.00	39,600	86	Working on developing price premiums and better lots with the washing station	2014

TERMS

FOB

FOB stands for “Free On Board,” and represents the price paid for a coffee at the point of export, when it is ready to be loaded onto a ship at port.

Cup Score:

Cupping coffee is a method the coffee industry uses to determine quality of coffee. The score is on a 100-point scale and includes measurements of the smell and taste of the coffee.

Purchased since:

Partnerships are the cornerstone of our business. We strive to be a reliable and consistent partner, creating the stability and trust that allow us to push for quality and sustainability improvements.

Spot

Spot coffee is a sub-set of the new coffees we bought in 2015. These coffees fill in an unexpected gap in our supply resulting from a number of things like selling more than expected, a delayed shipment, or defective packaging. These are lots of coffee are ones we don’t necessarily intend to purchase again next year. Buying spot coffee is, unfortunately, commonplace in the industry and doesn’t promote long-lasting, quality partnerships.

Off menu

We usually sell these small, high-quality lots exclusively to our wholesale customers. We don’t buy enough to sell these online, but you might find them on the menu at your local Counter Culture Coffee retail partner.

YR

One of our six year-round products: Apollo, Big Trouble, Forty Six, Hologram, Fast Forward, and Slow Motion

SO

Single-origin coffee. Coffees from single producers, farms, communities, or co-ops. Also coffees that are variety-specific, specially processed, or a limited-release blend.

Bulk

Coffee not labeled as Counter Culture at point of sale.