TRANSPARENCY REPORT

2023

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Producer Tony Medina with his Caturra trees
Chimaltenango, Guatemala

A NOTE ON TRANSPARENCY

These reports list the coffees we have purchased and released along with some key financial and relationship data, at least that's how they started. In addition to giving these numbers nuance, context—the reflection on where these numbers come from, who decides their value, and our role in it all—becomes just as important. In the specialty coffee industry, we tend to flaunt transparency without actively breaking with a patterned history of opaque self interest. By sharing this information with our customers and wholesale partners, we hope to take an important step toward not just embodying our values, but challenging our priorities.

Reflecting on last year's transparency report, we knew we wanted to delve deeper into many of the presented terms and numbers. Numbers alone can be manipulated and misconstrued. We've dedicated a decent amount of space here to highlighting one such figure, farmgate pricing: why we share it for some lots and not others, and whether we should be sharing it at all. Many of these thoughts and reflections have been inspired by conversations with our valued importing partners, coffee producers, fellow coffee roasters, and customers.

Over the past year, we've had the incredible privilege of traveling to origin more often than ever before. From Guatemala and Costa Rica to Colombia and Ethiopia, we have been met with incredible hospitality from importers and producers alike and have garnered a sensitivity to *how* we travel. Early days of coffee's "thirdwave" glamorized direct trade as the paragon of transparency with jetsetting roastery owners making handshake deals directly with producers. From the beginning of this project, we found that image deceiving in most of the examples we observed in our industry. We figured there was likely a better way to build substantive relationships predicated on integrity than parachuting into a region for a day to make a transaction. Instead, we've focused on finding partners genuinely invested in long-term relationships, who will grow and succeed alongside the indispensable people and communities whose land and labour form the very foundations of the coffee sourced.

This industry has a problematic tendency to veil engagement with importers and exporters, mostly attributing sourcing to roasters, if not wholesale deriding importers as superfluous intermediaries. This risks overlooking the specific organizations creating value and truly cultivating meaningful connection. These are the teams we are proud to call partners, and to whom we owe much of our ability to be transparent at all.

GLOSSARY

PRODUCER/PRODUCER ORGANIZATION:
The name of the producer, co-op, washing station, or factory who produced the coffee.

LOT SIZE:
The total amount of the particular coffee that was produced.

VOLUME PURCHASED:
How much of the coffee Subtext purchased in kg.

FARMGATE PRICE: The price paid by the buyer (roaster/importer/exporter) to the producer. This is often expressed in USD per lb. but is frequently transacted in local currency and volumes:

- CARGA: In Colombia, coffee is often purchased in parchment per carga (125kg).
- QUINTALE: In Guatemala, coffee is often purchased in parchment per quintale (100 lbs).
- CHERRY: In Ethiopia, coffee is purchased by washing stations per kg of cherry.

FOB PRICE:
"Freight on board" is usually the price paid to the coffee exporter for coffee ready to ship. This includes the price paid to the producer as well as milling, warehousing, and transportation costs plus any intermediaries' fees and export costs.

OUR PRICE:
The price we paid per lb in USD.

RELATIONSHIP LENGTH (IMPORTER):
How many years our importing partner has worked with the producer.

RELATIONSHIP LENGTH (SUBTEXT):
How many growing seasons Subtext has been purchasing coffee from the producer at the time of contracting.

SUBTEXT CUPPING SCORE:
The score our team assigned the lot when we originally cupped it. Most often these are pre-ship sample scores, but occasionally we don't taste a coffee until it has landed in North America. We cup blindly using a modified SCA form. Each team member enters their own qualitative and quantitative data from which an average score is calculated. Any score more than one point off of the average is excluded.

IMPORTER:
Our importing partner. This is who we work with to source coffee from many regions and communities around the world. They are responsible for bringing the coffee into an accessible warehouse from origin and may set or negotiate the price for coffee

2024 LOTS:
This is a new column in our report this year. We now note whether we have already contracted a lot from a producer for the '23/'24 harvests or whether we plan to.

We have already contracted many lots from familiar producers in Colombia, Ecuador, and Peru. In Central America, where harvest is underway, we intend to contract a number of lots from returning producers and have spoken to our importing partners about them but have not necessarily seen the exact lots available. In Ethiopia, we have pre-contracted a number of lots from many-year relationships and are awaiting pre-ship samples after tasting coffees at origin.

BY THE NUMBERS

81

single producer or family lots

40

community lots

11

Pink Bourbons, making it our most sourced single variety

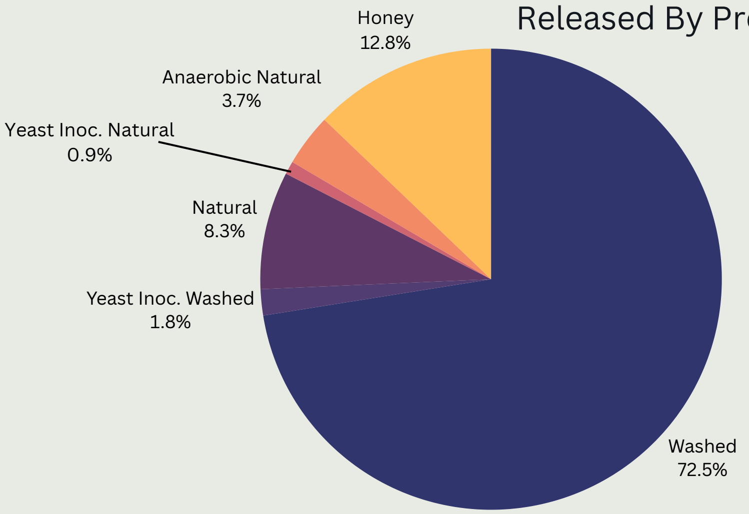
121

total lots purchased*

41

were from Colombia making it our most sourced from origin country.

Percentage of Coffee Released By Process



23

were from Huila making it our most sourced from region.

*Ascribing a positive valuation here should not come from a high number of lots alone, but instead that a high number derives from value based commitments like sourcing from small producers who may only produce a few bags of green coffee—these coffees are conventionally blended with those of other producers' to make larger, more homogenous lots that are easier to market but erase producers form the supply chain. More lots may also derive from sourcing seasonally, and creating more diverse representation on a coffee menu.

19,581 kg

of coffee roasted

$7.21

Average price we paid in USD per lb of coffee in 2023

86.37

Average cupping score on coffees purchased in 2023

2.31

new coffees released per week on average

Head Roaster Giuliano preparing Subtext's weekly production cupping

COMPLICATING FARMGATE

Historically, most coffee has been traded as a commodity. In this model, the price of coffee has been based on market prices, and is valued such that any one coffee is replaceable with another. Commodity prices are inherently volatile, coffee pricing being largely supply-driven and agricultural yield varying greatly from the few largest national producers.

So much of the specialty coffee industry prides itself on standing outside of that history; of trading ethically, of doing better. We hope that specialty roasters don't want to be part of systems of commodification and exploitation. Yet, terms like "transparency," "ethically sourced," "direct trade," "relationship," and "partners" can feel like they themselves have become commodified, vacuously recycled as a matter of course and thrown around as marketing buzzwords. In other cases, we as an industry might use these terms aspirationally or out of naivete.

The obvious question we are constantly engaging with is this: how can we actually start to be better? Surely a data dump isn't the answer. We want to add complexity to the data we use to evaluate the fairness of our trade. Complication has been used as a means of obfuscation in the past, but our desire is to create some semblance of representation that's meaningful. In this report, we're going to make an example out of a term that sounds deceivingly simple and foundational to being transparent: farmgate pricing.

Instinctually, it makes sense to focus a transparency report on how much a farmer was paid for their coffee. If the history of coffee trading is one of commodification and exploitation and we seek to stand outside of that history, then knowing that a producer was paid fairly for their work seems like a necessary condition; however, numbers alone are dangerously inadequate at communicating the lived reality of producing coffee.

Forest grown landrace varieties
Jimma, Ethiopia

BASIC CONTEXT

Currency

Farmgate pricing is often expressed in local currency. In these cases, one might naturally be inclined to look up those amounts in USD or CAD. Most currencies, however, are pegged to the US dollar and there can be dramatic currency value volatility. Exactly when money is exchanged becomes, therefore, crucially important. When exactly did the producer receive payment and what was the exchange rate that day? It's an important context that we haven't been able to represent yet. In this regard we are working to represent figures more meaningfully (not only publicly, but as a matter of informed decision-making determining how much we pay for coffee).

True Cost

In addition to currency relativity, there remains a question of whether the price paid was fair. Each region within each country has a different set of geopolitical, socioeconomic, and human factors that determine what could be considered fair. In coffee-consuming countries today, living wages, the cost of living, and a crisis of affordability are common concerns. As coffee buyers, roasters, and consumers we ought to extend the same framework we use to determine the fairness of our own compensation to that of labour across the supply chain. Here is a (by no means comprehensive) list of variables not captured in farmgate pricing as a numerical figure:

MISSING CONTEXT

Production Costs: The cost of fertilizers, equipment, processing materials, taxes, labour, transportation, etc.

Cost of Living: The number of children/other family members they support, their support systems, other streams of income, food/housing costs, etc.

Varying Regulations: In some countries, minimum coffee prices are dictated by governmental bodies along with designations regarding what can/cannot be exported, who can trade/market coffee, what can be planted, what fertilizers can be used/imported, if a producer or exporter can easily travel, etc.

Local Economy: Not only purchasing power, but the availability of resources and infrastructure to grow, process, move, market and export coffee.

Local Security Situation: transportation and commerce are rendered riskier by war, gang activity, civil unrest, and regional conflict.

Climate Change: Already, changes in climate have substantially affected where coffee can grow, not just regionally, but on a given farm. It has affected different microregions with various degrees of severity relating to newly unpredictable wet/dry seasons, pests and disease, weather events, and the need for more/different agricultural management/inputs.

Agricultural/Agronomical State: Soil nutrients, surrounding ecosystem, extant government or community support, prevalence of disease or pests, and localized varieties affecting yield, management, and coffee market valuation.

ACCOUNTING FOR VARIANCE

What happens when we have two identical farmgate numbers produced by a mathematics that does not capture the variables above? We run the risk of taking for granted that a larger farmgate price indicates more *fair*, when the cost of production is plainly unequal.

You will notice in our report that the prices that producers receive for their coffee can vary greatly across countries and growing regions. Even within the same region, one producer may receive significantly more for their coffee than another. There are various reasons for these differences. The most obvious is that different agents buy coffee from producers, whether they are exporters, importers, co-ops, mills, or washing stations, and each of those agents have different models for determining prices. All of our sourcing partners set their own minimum prices sometimes linked to quality metrics. From there, prices increase based on quality. How they set those quality premiums can be up to them. While producers can negotiate these prices, it is rare—though not unheard of— for a producer to be able to set their own price. The agency of a producer to set, determine, or influence price is something we at Subtext care to facilitate.

Famous producers, those with name recognition, often are better resourced and have direct access to buyers further up the supply chain.


Warehouse manager pulling samples
Jimma, Ethiopia

They may be able to simply set a desired price for their product, knowing that there is demand for it. This, we believe, is ultimately a good thing *when extended to all producers*. If anyone knows how much is "fair," it is—or should be—the producers themselves.

One thing to note as you look at our report is that the difference in quality score we assign to some of the more expensive coffees we buy versus some of the less expensive coffees is not as high as you might expect. What accounts for this discrepancy?

There are further substantial price determinants on the following page that may or may not be linked to quality and should account for discrepancies in farmgate pricing:

Variety: Some varieties, like Gesha, Sidra, and SL28 command higher prices by virtue of rarity, distinctiveness, or notoriety, deserved or not. Some of our favourite coffees are high-grown Caturras, but they don’t command the prices of boutique varieties. These varieties, however, may have very different yields requiring more resources and labour per plant to produce.

Process: The cost, risk, and demand for different processing methods can have a strong impact on price. The decision to produce coffee separate from conventional processing methods to a region is almost always demand driven from coffee buying markets.

Competitions: Some of the coffees we purchased have won or placed highly in competitions, where the producer took home a bonus for their winning lot.

Lot Size: A farmer may produce an exceptional lot of coffee, but if it is too small to justify singling (kept separate from other lots throughout the process of milling) it may need to be mixed into a community lot. Our importing partners strive to buy coffees across different qualities and quantities from producers year over year, and a coffee ending up in a well-constructed community lot is much better than it being blended into a large regional lot. Notably, some of our importing partners have worked to create micro-lot quality and/or single variety community lots, allowing them to pay micro-lot prices for lots that are too small to separate on their own.

Agronomy: Whether a producer uses/ has access to inputs: chemical, organic, or any at all. This can result in as much as 10x more yield for the same trees.

Farm Size: How much land a producer has, how much of that land is used for coffee, and how densely planted the coffee crop is.

Drying Patio at Ernedis Rodriguez’s Farm
Gigante, Huila, Colombia

WHEN WE DON'T SHARE FARMGATE

In some cases, we do not publish farmgate pricing. There are a few reasons why this is the case, and some have led us to question the act of publishing it at all. More on this later.

There are times when the producer—often when they are large or have gained a level of fame—acts as the exporter for their own coffee, selling it to the importer under their own business. In many of these cases, the producer does not share with the importer, and in turn with us, how much they paid themselves for their coffee given their figures are amalgamated with export.

Additionally producers may explicitly request that this data is not shared. Within the last year, we were told that some of the producers we sourced from in Mexico had asked our importer explicitly not to share farmgate prices for security reasons. High rates of violence within their regions resulted in producers feeling like the publishing of farmgate prices—and thus their income—could make them a target of crime. As such, we have stopped publishing farmgate pricing on all Mexican coffee, regardless of growing region.

Final Thoughts on Farmgate:

What first appears as anomalies requiring us to withhold farmgate data can extend to any producer's right to financial and personal privacy, especially considering the above implication necessitating more context about producers' lives in order to render farmgate data valuable. In spite of this, some roasters, importers, and producers have committed to opening their books, publishing figures, and making sacrifices in the name of transparency; a collective and intentional change of course from convention.

No data is comprehensive or neutral, but we believe eliminating transparency altogether is not the answer. This is to say that transparency is not the end goal, but an iterative process of self examination and increased collaboration in service of progress.

OUR IMPORTING PARTNERS

It should be clear by now that our importers are key partners in achieving transparent practices.

We work with importers that relate to producers on the level of familial history and nuance of coffee production, knowing how each lot was processed, what varieties are on the farm, what inputs the farmer uses, and the challenges the farmer faces on a year-to-year basis. In an industry susceptible to a changing climate, volatile commodity prices, crop disease, pests, logistics chaos, and outright exploitation, these relationships are what we depend on to have crucial insight into the realities of the producers we work with.

Below are some of the metrics we value in selecting these partners:

- How embedded in the community is the importer/exporter? Do they employ people at origin? Are there locals in the ownership structure?
- Do we see the same producers on their menu year over year? If a producer's coffee does not appear on the menu one year, can we confirm that their coffee was still purchased but worked into a community lot for quality reasons, for example?
- How long has the importer/exporter been working in any given country or region?
- Do importers actively try to bring in producers from the margins of specialty coffee?
- Are we able to travel with our importing partners? In addition to wanting to personally meet the producer we work with, this is among the best ways to see how they work at origin and observe their relationships with exporters and producers firsthand.
- Do importers have any social impact projects?
- Do importers offer agronomic, processing, or other assistance to their producer partners?
- Do importers have a particular focus? Smallholders, organic agriculture, long-term relationships, etc.

At Subtext we work with six core importing partners. On rare occasions we will bring in a small lot from other importers. We have spent the past number of years working to narrow down the field of importers we work with the intention of deepening these relationships. The six core importers we are proud to call partners are:

THE COFFEE QUEST

Osito

Shared Source
GREEN COFFEE AGENCY

Primavera*
green coffee

APEX COFFEE
IMPORTS

COLLABORATIVE
COFFEE SOURCE

Alex with producers Nesru Aba Nura and Mensur Aba Hika
Gomma, Agaro, Jimma, Ethiopia

Subtext purchases specialty coffee outside of both the commodity market and the fairtrade market premium.

The Fairtrade price for coffee is still *market-based*. Our intention is to detach from the commodity market as much as possible. In most of our cases, prices are negotiated by the buyer (exporter/importer/washing stations etc) and the producer. We or our importing partners set and negotiate prices based on quality standards, cost of production, and relationship length. It is very rare for a producer to set their own prices.

2023 C-MARKET

Coffee has been primarily traded based on market prices, which are extremely volatile, coffee being agriculture and coffee pricing being largely supply driven. Specialty coffee prices are predicated on quality assessments, rarity, and, hopefully, meaningful relationships.

$1.64*

2023 Average C-Market price in USD per lb FOB.

*down from $2.14 USD per lb in 2022.

$5.78

Average FOB price of coffee Subtext purchased in USD per lb.

**Fair Trade minimum price for washed Arabica coffee increased to $1.80 USD per lb FOB in 2023. This was the first Fair Trade price increase for washed Arabica coffee since 2011. When C-Market prices are higher than fair-trade producers are to be paid market prices or the price negotiated when the contract was signed.

SUSTAINABILITY & EQUITY AT HOME

This report is as much about being data transparent as it is about laying plain our values with the intention of holding ourselves accountable.

Ills of our industry, when confronted at all, are treated as silos, but it is impossible to divorce conversations about equitable and sustainable practices at origin from the actions of one's own organization at home. Firstly, there are direct globalized implications to origin—e.g., climate change, waste production, the support of firms engaged in mining, or other resource extractive industries. Additionally, when the foundational value proposition is humanization, we should seek consistent application of principles across an organization's activities. This requires due skepticism of organizations parading selective aspects of their operation (higher farmgate) while conveniently carving out areas of exception (minimum wage labour).

Similar to the historical conventions of commodification and extractivism at origin, the coffee industry at home has been built on minimum wage labour and the externalization of costs like waste.

Below are some metrics relating to initiatives we have taken on in an effort to confront some of these problematic conventions.

LABOUR EQUITY

Living Wage Certification:
While we would have qualified from the beginning, Subtext became a Living Wage certified organization in 2023. The certification is a commitment to pay labour above the living wage within the municipality you operate as determined by Living Wage Canada.

Organizational Structure:
Rather than a traditional hierarchical structure with executive, managerial, and labour stratification, Subtext operates as a horizontal organization whereby each team member contributes to and has a say in the direction of the organization. Each team member has managerial responsibilities while also engaging in the labour of production.

Part Time Labour / Precarious Work:
Each member of the Subtext team is a salaried employee on a predictable full time schedule unless explicitly requested otherwise.

The Subtext team

WASTE

Disposable/Compostable Coffee Bags:
One of the largest waste streams of a coffee roastery are coffee bags. Aesthetic trends in coffee have shifted towards even more material waste with perfectly sealed bags being further packaged in boxes, using cardboard bands, or including supplementary material. Below is an evaluation of our initiatives to mitigate this waste.

Through 2023, Subtext used more expensive coffee bags that were certified home compostable made from a bio-based aluminum free material with EU certification EN 13432

Evaluation:

- *Our bags use significantly less material than some of the average coffee bags and avoid superfluous material trends in coffee—such as packing individual bags in boxes—to reduce further material waste.*
- *Local waste management systems do not accept compostable packaging meaning the majority of our bags continue to be sent to landfill where conditions for the bags to break down are absent.*
- *“Home compostability” requires consistent ambient temperatures of 60 deg C making compostability unrealistic or implausible for most consumers.*

Packt Reusable Bags:
For over a year, we have partnered with Packt, a local organization with a commitment to creating a circular economy of reusables in waste heavy industries.

Each of our coffees are offered in Packt bags within the GTA via our webshop with costs covered by the roastery and prices subsidized even further for customers to facilitate use.

Juan Pablo presenting a Packt bag

Evaluation:

- *We have had a handful of clients regularly switch to Packt, but adoption has remained very low and only covers local clients.*

Terracycle:
At our roastery, we use a Terracycle box: a disposal box accepting any coffee bags, including from other roasters. Boxes are then shipped back to Terracycle where the bags are recycled and upcycled.

Evaluation:

- *We have spent approximately $1700 sending over 115 kg of used coffee bags from Subtext and other roasters to Terracycle, diverting them from landfill.*
- *Terracycle has been criticized for a degree of opacity in its operations and in a moment of its growth, was caught not upcycling some of the product it was receiving due to capacity issues.*
- *The presentation of Terracycle as a sustainable solution to bag waste can end up discouraging more sustainable solutions like reusables.*

Too Good To Go

- As a roastery, we sometimes have batches that fall slightly short of our Quality Control specifications, along with roasting batch sizes that don't fit perfectly into the denominations of bags ordered. We use a service called Too Good To Go, an app that lists potential food waste at discounted rates. We have both coffee and unsold pastries on the app.

- *Evaluation*:
    - *Too Good to Go has allowed us to deliver over 250 kg of high quality specialty coffee eliminating almost all of the byproduct waste from our operation.*

WASTE

- Milk Bottles
    - Cafes generally have recycling bins filled with plastic and paper milk cartons. Since the beginning, Subtext has worked with a local family owned dairy, Sheldon's Creek. We were the first to work with them to implement a cafe bottle exchange program whereby milk is delivered in glass bottles which are exchanged, sanitized, and reused each week.

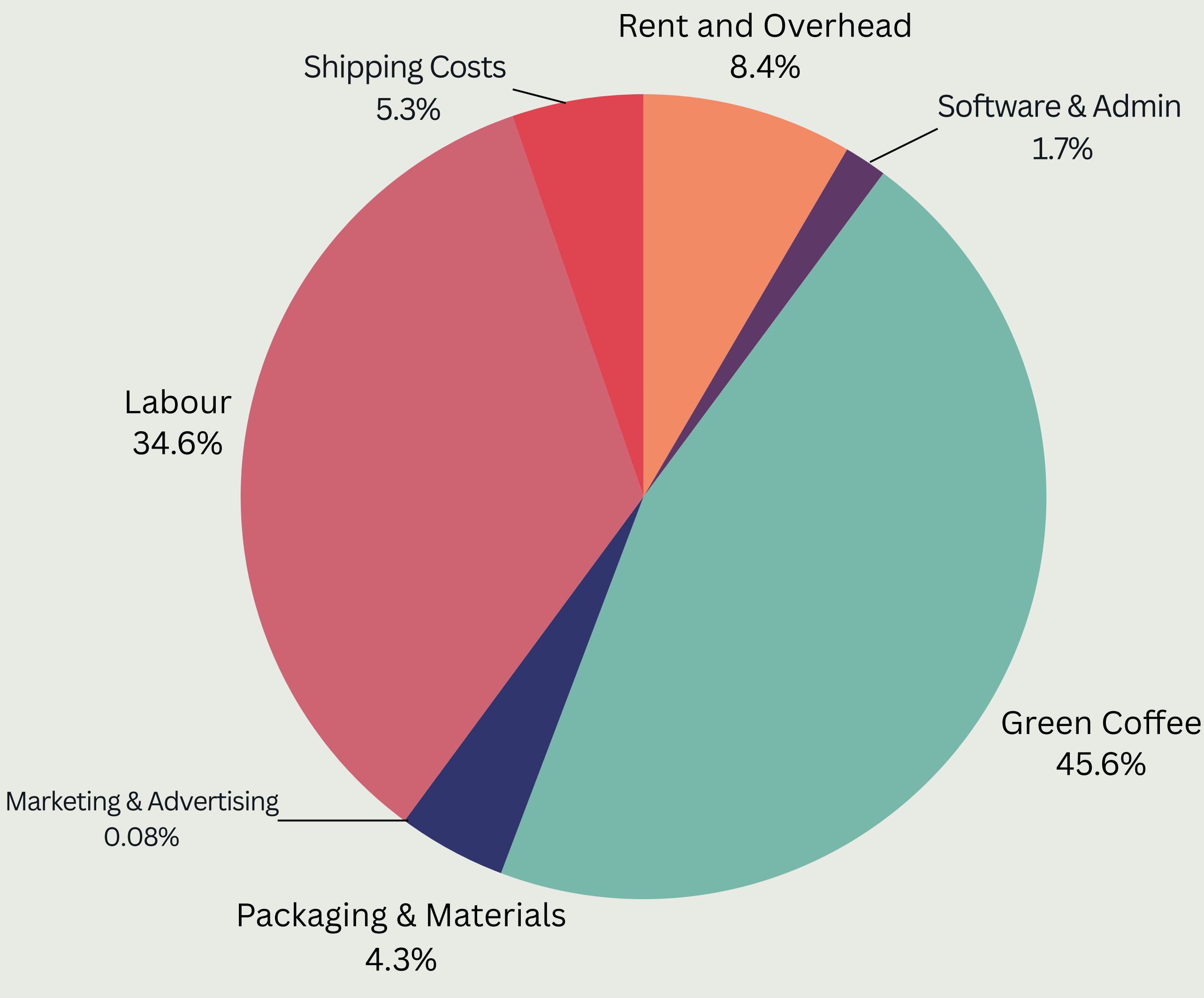
    - *Evaluation:*
        - *Subtext has eliminated nearly all the waste from milk packaging through our relationship with Sheldon Creek. It's important to consider that the collection, transportation, and sanitization comes at a cost, using water, chemicals, and energy to sanitize bottles, and gas to transport the extra weight.*

- Paper Cups
    - From the beginning, we structured our roastery cafe to facilitate sit-in patronage. For takeaway business, we have added MUUSE, a reusable cup exchange program run through an app. Subtext has subsidized the cost to customers to facilitate use.
    - *Evaluation:*
        - *While the cups are well received and the app works well, most of our cafe business is dine in and adoption of MUUSE for takeout remains low.*

- Coffee Grinds
    - We have attempted to reach out to various agricultural entities and farms to work on reusing used coffee grounds as fertilizer/ a growing medium but have yet to be successful in finding an appropriate partner.

COST PROPORTIONALITY

Below is a representation of our costs to give a sense of where money goes in the production and marketing of our coffee.



LOOKING FORWARD

Similarly to when we were finalizing last year's report, we have already mapped numerous additional initiatives that we believe will lend more weight and actionable value to the data we include. In addition to more precise currency valuation, we hope to better relate the agricultural practices of our producing partners, and with more granularity. We will also expand on our internal evaluation, opening our books for comparative cost allotment and efficiency with more detail and relevancy.

If you've made it this far, know that we have deep gratitude for the mental investment you have put into helping us improve our field. We welcome and encourage all feedback, embracing the iterative process toward the betterment of our work. You can reach us through the emails below.

To better coffee,

Alex Castellani
Co founder
alex@subtext.coffee

Jamal Ali
Green Buyer and Wholsale Manager
jamal@subtext.coffee


Alex with Ture Waji
Addis Ababa, Ethiopia


Jamal and Tim with producer Jose Muñoz
Copa de Oro, Huila, Colombia


Giuliano on the farm of José Aristides
Antioquia, Colombia


Juan Pablo presenting a pourover of Genji Challa at our roastery cafe

THE DATA

Below you will find a list of every lot Subtext purchased through 2023 along with other key figures defining the relationships attached to each purchase.

Legend

(\) Shared Source operates as a farmgate buyer, importer and exporter and does not calculate an FOB as such
(*) The producer acted as the exporter of their own coffee and did not disclose how much they paid themself
(**) We've witheld these numbers at the discretion of our importing partner
(-) The exporter opted not to share this data with the importer

Producer/Producer Organization	Country	Region	Subtext Cup Score	Variety	Process	Bag Size (kg)	Lot Size (# of bags)	Volume Purchased (kg)	KG	Farm Gate USD/lb	FOB USD/lb	Subtext Paid (USD/lb)	Importer	Importer - Producer Relationship Length	Subtext Relationship Length	2024 Lots
Kibingo	Burundi	Kayanza	85	Bourbon	Natural w/yeast	60	15	1	60	$1.99	$4.00	$5.50	CCS	8	2	
Gakenke	Burundi	Kayanza	86	Bourbon	Washed	60	40	3	180	$1.99	$3.20	$4.85	CCS	8	1	
Yandaro	Burundi	Kayanza	86	Bourbon	Washed	60	40	3	180	$1.99	$3.20	$4.85	CCS	8	1	
Alirio Ortega	Colombia	Huila	86.5	Pink Bourbon	Washed	70	4	4	280	3.4 million COP/carga	\	$5.50	Shared Source	7	3	☑
Adrian Lasso	Colombia	Huila	86	Sidra	Natural	20	303 kg parchment	2	40	4 million COP/carga	\	$7.50	Shared Source	7	1	
Fabian Urbano	Colombia	Nariño	85.75	Caturra	Honey	70	7	2	140	3 million COP/carga	\	$5.50	Shared Source	4	2	
Aldemar Quistial	Colombia	Huila	87	Pink Bourbon	Washed	70	450 kg parchment	3	210	3.1 million COP/carga	\	$5.60	Shared Source	7	1	☑
Francy Castillo	Colombia	Nariño	86	Caturra	Washed	70	1644,4kg parchment	4	280	2.9 million COP/carga	\	$5.50	Shared Source	4	3	☑
Frank Torres	Colombia	Nariño	86	Caturra	Washed	70	3	2	140	3,36 million COP/carga	\	$5.50	Shared Source	6	3	☑
ASO-TARQUI	Colombia	Huila	85.5	Field Blend	Washed	70	35	4	280	2.96 million COP/carga	\	$5.05	Shared Source	5	2	☑
Buesaco Pequeños	Colombia	Nariño	85.75	Field Blend	Washed	70	41	5	350	2.95 million COP/carga	\	$5.35	Shared Source	5	1	☑
Ricaurte Quiacha	Colombia	Huila	87	Tabi	Washed	70	3	3	210	3 million COP/carga	$4.36	$6.35	Quest	1	1	
Jorge Rojas	Colombia	Tolima	87	Gesha	Honey	35	24	2	70	5 million COP/carge	$6.08	$9.00	Quest	1	1	☑
Las Perlitas	Colombia	Nariño	86.5	Field Blend	Honey	70	44	3	210	2.875 million COP/carga	$4.31	$6.28	Quest	2	1	
Audon Solano	Colombia	Huila	86.58	Caturra, Colombi	Washed	70	14	3	210	3.15 million COP/carga	$4.51	$5.78	Quest	4	1	☑
Adelino Urbano	Colombia	Huila	86.44	Castillo, cenicafe	Washed	70	9	4	280	3.15 million COP/carga	$4.39	$5.78	Quest	1	1	
Laboyano	Colombia	Huila	86.5	Field Blend	Washed	70	109	4	280	2.75 million COP/carga	$3.81	$5.01	Quest	3	1	
Faver Ninco	Colombia	Huila	87.5	Pink Bourbon	Washed	70	7	2	140	3.7 million COP/carga	$5.02	$6.35	Quest	1	1	
Las Perlitas	Colombia	Huila	86.75	Field Blend	Washed	70	57	4	280	3.4 million COP/carga	$4.69	$5.80	Quest	4	1	
Tierradentro	Colombia	Cauca	86.38	Field Blend	Washed	70	20	4	280	2.8 million COP/carga	$3.83	$4.95	Quest	1	1	
Juanambu	Colombia	Nariño	86	Field Blend	Washed	70	47	4	280	2.82 million COP/carga	$3.72	$4.95	Quest	3	1	
Ernedis Rodriguez	Colombia	Huila	87.38	Sidra	Washed	70	4	2	140	4.075 million COP/carga	$5.11	$6.35	Quest	7	1	☑
Ernedis Rodriguez	Colombia	Huila	86.31	Sidra, Chiroso, C	Washed	70	12	2	140	3.432 million COP/carga	$4.34	$5.60	Quest	7	1	☑
Nevado del Huila	Colombia	Huila	84.5	Field Blend	Decaf	70	38	4	280	2.48 million COP/carga	$3.19	$4.15	Quest	5	1	
Ernedis Rodriguez	Colombia	Huila	86.17	Java	Washed	70	4	2	140	4 million COP/carga	$4.93	$6.35	Quest	7	1	☑
Quitupamba	Colombia	Nariño	86	Field Blend	Washed	70		7	490			$5.92	Apex	3	2	
Jose Ever Muñoz	Colombia	Huila	86.5	Pink Bourbon	Washed	30	4	2	60	6 million COP/carga	$6.30	$7.30	Osito	5	1	☑
Francy Marin	Colombia	Huila	86.75	Pink Bourbon	Washed	30	4	2	60	7 million COP/carga	$8.40	$9.70	Osito	2	1	
Diego Hoyos	Colombia	Huila	88	Pink Bourbon	Washed	30	15	2	60	8 million COP/carga	$10.85	$12.35	Osito	3	1	
Robert Pillimue	Colombia	Cauca	87	Pink Bourbon	Washed	30	3	1	30	7.5 million COP/carga	$9.60	$11.00	Osito	4	1	
Gildardo Lopez	Colombia	Huila	87.5	Pink Bourbon	Washed	30	6	1	30	7.5 million COP/carga	$9.60	$11.00	Osito	3	2	☑
Ivan Montoya	Colombia	Antioquia	87	Chiroso	Washed	70	2	2	140	3.5 million COP/carga	$4.42	$5.80	Quest	1	1	
Yensur Uran	Colombia	Antioquia	87	Chiroso	Washed	70	3	3	210	3.5 million COP/carga	$4.42	$5.80	Quest	1	1	
Wilson Alba	Colombia	Huila	87.5	Pink Bourbon	Washed	35	3	1	35	7.3 million COP/carga	$4.95	$6.60	Quest	1	1	☑
Paulino Quintero	Colombia	Huila	87	Caturra	Washed	35	2	1	35	8.1 million COP/carga	$4.95	$7.10	Quest	1	1	
Francy Castillo	Colombia	Nariño	88	Gesha	Washed	24	23	2	48	*	$17.00	$20.40	Apex	3	2	☑
Frank Torres	Colombia	Nariño	87.94	Sidra	Washed	24	17.5	3	72	*	$20.00	$24.00	Apex	4	2	☑
Frank Torres	Colombia	Nariño	86.19	Maracaturra	Washed	25	17.5	6	150	*	$7.00	$8.40	Apex	4	2	☑
Maria Delgado	Colombia	Nariño	86.33	Caturra	Washed	25	70	5	125	$3.20	$4.51	$6.08	Apex	4	3	☑
Yamilet Pachongo	Colombia	Cauca	86.94	Castillo	Washed	70	2	2	140	2.8 million COP/carga	$4.20	$5.60	Osito	1	1	
Amigos del Huila	Colombia	Huila	85.33	Field Blend	Decaf	70	24	4	280	2.3 million COP/carga	\	$5.35	Shared Source	8	1	
Wilson Alba	Colombia	Huila	87.25	Pink Bourbon	Washed	70	12	2	140	2.9 million COP/carga	$4.37	$5.60	Quest	2	2	☑
Audon Solano	Colombia	Huila	86.69	Caturra, Colombi	Washed	70	7	2	140	2.6 million COP/carga	$3.50	$4.80	Quest	7	2	☑
Jorge Rojas	Colombia	Tolima	86.42	Yellow Bourbon	Washed	70	12	2	140	2.7 million COP/carga	$4.19	$5.30	Quest	2	2	☑
Castro-Kahle Family-\	Costa Rica	West Valley	87	SL28	Washed	15	10	10	150	*	$10.00	$10.76	Apex	direct	4	☑
Castro-Kahle Family-\	Costa Rica	West Valley	87.25	SL28	Honey	15	8	8	120	*	$8.00	$13.46	Apex	direct	4	☑
Castro-Kahle Family-\	Costa Rica	West Valley	86.42	SL28	Anaerobic Natura	15	2	2	30	*	$10.00	$10.76	Apex	direct	4	☑
Castro-Kahle Family-\	Costa Rica	West Valley	86.83	Landrace	Honey	15	8	8	120	*	$8.00	$10.76	Apex	direct	4	☑
Castro-Kahle Family-\	Costa Rica	West Valley	86.83	Landrace	Natural	15	3	3	45	*	$8.00	$10.76	Apex	direct	4	☑
Castro-Kahle Family-\	Costa Rica	West Valley	87.06	Landrace	Warm Anaerobic	15	10	10	150	*	$8.00	$10.76	Apex	direct	4	☑
Castro-Kahle Family-\	Costa Rica	West Valley	86	H17	Red Honey	15	30	30	450	*	$4.65	$6.73	Apex	direct	4	☑
Castro-Kahle Family-\	Costa Rica	West Valley	87.81	Gesha	Anaerobic Natura	15	2	2	30	*	$15.00	$19.18	Apex	direct	4	☑
Felipe Luzon	Ecuador	Palanda	86	Mejorado	Washed	50	31	2	100	$4.65	$5.05	$6.10	Quest	1	1	☑
Grace & Galo Morales	Ecuador	Pichincha	86	Caturra	Honey	50	24	6	300	$4.40	$4.80	$6.10	Quest	2	2	☑
Lugmapata	Ecuador	Pallatanga	88.38	Sidra	Washed	50	7	1	50	$12.50	$12.90	$15.00	Quest	5	2	
Los Japoneses	Ecuador	Loja	86.13	Field Blend	Washed	50	15	7	350	$4.20	$4.70	$5.80	Quest	2	2	☑
Juan Pablo Malacatos	Ecuador	Palanda	86.25	Mejorado	Washed	50	6	3	150	$4.20	$3.70	$5.50	Quest	1	1	☑
Melania Cueva	Ecuador	Gonzonama	88	Caturra	Natural	50	17.5	3	150	$4.20	$4.90	$6.60	Quest	1	1	

THE DATA CONT'D

Producer/Producer Organization	Country	Region	Subtext Cup Score	Variety	Process	Bag Size (kg)	Lot Size (# of bags)	Volume Purchased (kg)	KG	Farm Gate USD/lb	FOB USD/lb	Subtext Paid (USD/lb)	Importer	Importer - Producer Relationship Length	Subtext Relationship Length	2024 Lots
Jose Recinos	El Salvador	Alotepec-Metapa	85.75	Pacamara	Honey	35	28	20	700			$5.75	Primavera	1	1	
Telila - Wanja Kersa	Ethiopa	Jimma	86.25	Landrace	Natural	60		2	120	62 ETB/kg cherry	$4.50	$6.00	Osito	10	3	☑
Telila-Kecho Anderacl	Ethiopia	Jimma	86	Landrace	Washed	60	50	4	240	62 ETB/kg cherry	$4.80	$6.20	Osito	10	3	☑
Telila-Kecho Anderacl	Ethiopia	Jimma	86	Landrace	Honey	60	50	5	300	62 ETB/kg cherry	$4.80	$6.20	Osito	10	3	☑
Daye Bensa -Arbegor	Ethiopia	Sidama	87.5	Landrace	Washed	60	19	4	240	89 ETB/kg cherry	$5.00	$6.25	Quest	3	3	☑
Daye Bensa - Keramo	Ethiopia	Sidama	86.67	Landrace	Washed	60	50	4	240	90 ETB/kg cherry	$4.35	$5.35	Quest	3	3	☑
Daye Bensa - Bome A	Ethiopia	Sidama	86.7	Landrace	Washed	60	90	3	180	80 ETB/kg cherry	$3.95	$5.20	Quest	3	3	☑
Mohamed Aba Nura	Ethiopia	Jimma	86.5	Landrace	Natural	60	50	3	180	*	$3.80	$5.00	Osito	2	2	☑
Nesru Aba Nura	Ethiopia	Jimma	86	Landrace	Natural	60	80	2	120	*	$3.80	$5.00	Osito	2	1	☑
Mi'essa Robe	Ethiopia	Guji	86.08	Landrace	Natural	60	20	5	300	70 ETB/kg cherry	$5.30	$6.65	Osito	2	2	☑
Bogalech Dukkale	Ethiopia	Guji	86.25	Landrace	Natual	60	50	4	240	70 ETB/kg cherry	$5.30	$6.65	Osito	2	2	☑
Sookoo-Bookkisa	Ethiopia	Guji	86.8	Landrace	Washed	60	70	2	120	70 ETB/kg cherry	$4.75	$6.25	Osito	5	3	☑
Sookoo-Shoondhisa	Ethiopia	Guji	86	Landrace	Anaerobic Natura	60	10	2	120	70 ETB/kg cherry	$10.00	$11.55	Osito	5	3	☑
Daye Bensa - Arbego	Ethiopia	Sidama	86.69	Landrace	Natural	60		3	180	89 ETB/kg cherry	$4.98	$6.50	Quest	5	3	☑
Gargari Gutity	Ethiopia	Yirgacheffe	87	Landrace	Washed	60	50	6	360	60 ETB/kg cherry	$4.40	$5.70	Quest	1	1	
AXOLA	Guatemala	Huehuetenango	85	Field Blend	Washed	70	39	6	420	$1.60	$2.30	$4.10	Primavera	7	1	
Rosendo Domingo	Guatemala	Huehuetenango	85.4	Field Blend	Washed	70	14	7	490	$2.40	$3.10	$5.10	Primavera	9	3	☑
Tony Medina	Guatemala	Chimaltenango	85.5	Field Blend	Washed	70	19	6	420	$2.12	$2.82	$4.75	Primavera	6	3	☑
Micaela Jacinto	Guatemala	Huehuetenango	86	Field Blend	Washed	70	4	3	210	$2.52	$3.22	$5.25	Primavera	7	2	
Petrona Ramirez	Guatemala	Huehuetenango	86.45	Field Blend	Washed	70	9	3	210	$2.32	$3.02	$5.00	Primavera	4	1	
Fredy Orantes	Guatemala	Fraijanes	85.65	Catuai	Natural	35	10	6	210	$4.32	$5.02	$7.50	Primavera	6	3	☑
Sotero Cano	Guatemala	Huehuetenango	84.6	Field Blend	Washed	70	9	4	280	$2.12	$2.82	$4.75	Primavera	7	1	
Tinamit	Guatemala	Atitlan	85.8	Field Blend	Washed	70	39	1	70	$2.48	$3.18	$5.20	Primavera	3	1	
Tinamit	Guatemala	Atitlan	86	Field Blend	Honey	35	2	2	70	$5.12	$5.82	$8.50	Primavera	3	1	
Tinamit	Guatemala	Atitlan	86	Field Blend	Natural	35	5	2	70	$5.12	$5.82	$8.50	Primavera	3	1	
Tadeo Lopez	Guatemala	Huehuetenango	85.63	Caturra	Washed	70	23	7	490	$3.14	\	$5.30	Shared Source	6	2	☑
Tadeo Lopez	Guatemala	Huehuetenango	86.25	Pacamara	Washed	70	5	1	70	$3.22	\	$6.90	Shared Source	6	2	☑
Santos Perez	Guatemala	Huehuetenango	85.63	Field Blend	Washed	70	28 quintales	4	280	1576 GTQ/quintale	\	$5.35	Shared Source	7	2	
Hermanos Constanza	Guatemala	Huehuetenango	85.56	Field Blend	Washed	70	36 quintales	8	560	1736 GTQ/quintale	\	$5.10	Shared Source	8	1	
Tony Medina	Guatemala	Chimaltenango	86.44	Caturra, Bourbor	Washed	70	67	8	560	$3.04	$3.46	$5.25	Shared Source	6	3	☑
Raul Perez	Guatemala	Chimaltenango	87.83	Gesha	Washed	30	5	2	60	*	$16.50	$20.55	Apex	2	1	
Moreno Family-Mas N	Honduras	Santa Barbara	85.5	Field Blend	Washed	70	85	6	420	$3.34	$4.00	$4.95	CCS	15	4	☑
Mario Moreno	Honduras	Santa Barbara	86.31	Bourbon	Natural	70	4	4	280	$3.60	$4.25	$5.60	CCS	15	4	☑
Mario Moreno	Honduras	Santa Barbara	85.67	Pacas	Washed	70	2	2	140	$3.60	$4.25	$5.60	CCS	15	4	☑
Delmi Moreno	Honduras	Santa Barbara	86.13	Pacas	Washed	70	1	1	70	$3.85	$4.50	$5.75	CCS	15	1	☑
Proyecto Cabañas	Honduras	Santa Barbara	84.5	Field Blend	Washed	70	175	7	490	$2.60	$3.25	$4.50	CCS	15	3	☑
Eulogio Martinez	Honduras	Santa Barbara	86.5	Parainema	Washed	70	7	3	210	$3.85	$4.50	$5.80	CCS	15	1	
Asman Gayo	Indonesia	Sumatra	85.67	Field Blend	Washed	60	34	1	60	-	$4.48	$6.11	Cafe Imports	5	1	
Putra Gayo	Indonesia	Sumatra	85.75	Field Blend	Washed	60	25	1	60	-	$4.39	$5.99	Cafe Imports	5	1	
Thirikwa Gakuyini	Kenya	Kirinyaga	87.75	Field Blend	Washed	30	30	6	180	$3.75	$5.91	$8.00	Apex	5	1	
Thirikwa Githembe	Kenya	Kirinyaga	86.73	Field Blend	Washed	30	30	8	240	$3.70	$5.82	$7.89	Apex	5	1	
Baragwi Muchagara	Kenya	Kirinyaga	87	Field Blend	Washed	30	30	8	240	$3.65	$5.75	$7.72	Apex	3	3	
Kora AA	Kenya	Muranga	86.69	Field Blend	Washed	60	18	2	120	$3.70	$4.65	$6.25	CCS	2	1	
Gititu AA	Kenya	Kiambu	86.6	Field Blend	Washed	60	10	2	120	$3.10	$4.15	$5.75	CCS	2	1	
Adonai Sanchez	Mexico	Chiapas	86.13	Caturra, Bourbor	Washed	70	4	2	140	**	$6.00	$7.45	Osito	3	1	
Adonai Sanchez	Mexico	Chiapas	86.23	Caturra, Bourbor	Natural	70	2	2	140	**	$5.50	$6.95	Osito	3	1	
Maximiano Lozada	Mexico	Chiapas	85.38	Mundo Novo, Ca	Washed	70	1	1	70	**	$7.00	$7.45	Osito	1	1	
Xanat	Mexico	Puebla	85.13	Field Blend	Washed	70	110	4	280	**	$4.10	$5.30	Osito	1	1	
Edilizar Ordonez	Mexico	Chiapas	86	Field Blend	Honey	70	7	4	280	**	$5.50	$7.00	Osito	2	1	☑
Amatenango	Mexico	Chiapas	84.5	Field Blend	Decaf	70	70	2	140	**	$4.10	$5.50	Osito	5	1	
Mazateca Mujeres	Mexico	Oaxaca	86.1	Typica, Bourbon	Washed	70	10	2	140	**	$4.65	$6.05	Osito	5	1	
Mazateca Mujeres	Mexico	Oaxaca	86.75	Typica, Bourbon	Washed	70	10	2	140	**	$5.50	$6.70	Osito	5	1	
Agua Mariposa	Mexico	Oaxaca	86	Typica, Bourbon	Washed	70	16	4	280	**	$4.80	$6.20	Osito	5	1	
Enrique Lopez	Mexico	Oaxaca	87.5	Gesha	Honey	60	1	1	60	**	$12.25	$12.85	Osito	2	2	
Enrique Lopez	Mexico	Oaxaca	86.75	Pink Bourbon	Honey	60	1	1	60	**	$11.25	$12.85	Osito	2	2	
Roberto Alvarez	Mexico	Oaxaca	86.5	Typica, Mundo N	Washed	70	1	1	70	**	$7.00	$8.55	Osito	1	1	
Samuel Muñoz	Mexico	Oaxaca	86.26	Field Blend	Washed	70	3	3	210	**	$7.00	$8.55	Osito	1	1	
Luis Ordoñez	Mexico	Chiapas	85.44	Field Blend	Washed	70	10	7	490	**	$4.65	$5.70	Osito	5	2	
Luis Alberto Balladare	Nicaragua	Nueva Segovia	86.5	Pacamara	Honey	70	39	2	140	$4.60	$5.00	$6.20	Quest	6	3	
Luis Alberto Balladare	Nicaragua	Nueva Segovia	86.42	SL34	Natural	70	10	2	140	$4.60	$5.00	$6.20	Quest	6	3	
Anibal Alarcon	Peru	Cajamarca	86.4	Bourbon	Washed	70	16	2	140	1320 soles	$4.30	$5.88	Apex	1	1	☑
Jhony Saavedra	Peru	Cajamarca	86.19	Marshell	Washed	70	16	2	140	1272 Soles	$4.30	$7.50	Apex	1	1	☑
Calixto Quispe	Peru	Puno	87.13	Bourbon	Washed	70	3	3	210	$4.70	$6.25	$7.50	Apex	1	1	

subtext
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