


**TOPECA**  
**COFFEE**  
**ROASTERS**

TUL  USA

**TRANSPARENCY REPORT 2022**

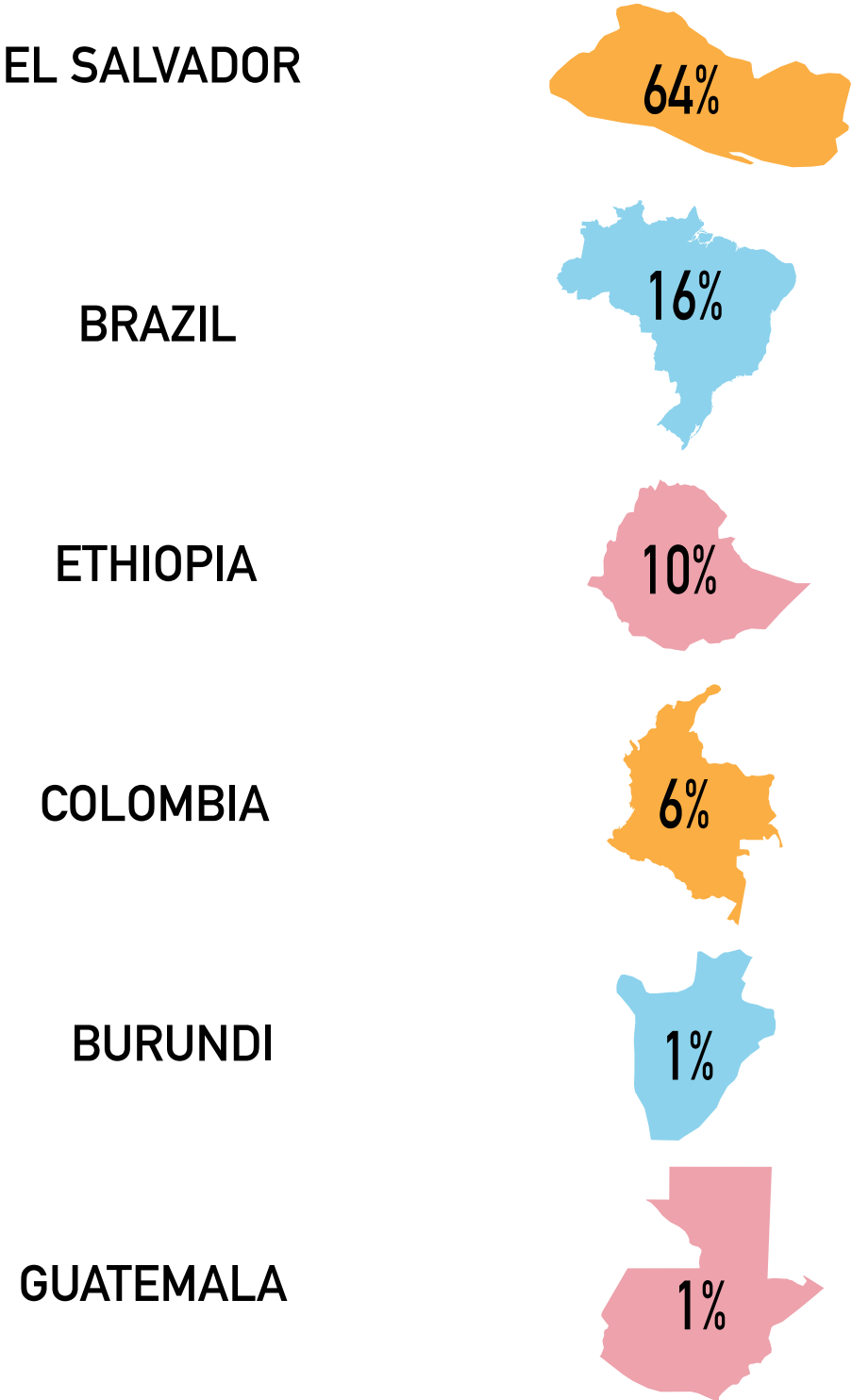
At Topeca Coffee, we are committed to purchasing fully traceable specialty grade coffees that are purchased at a price that allows a viable and sustainable living for coffee producers. Part of this commitment includes offering a transparent view of our green coffee purchasing and our supply chain cost structures, so that our customers may have a better understanding of the true value of the coffees they consume.

The average coffee producer of today faces many challenges that threaten the sustainability of coffee production. These challenges range from a drastically changing climate causing an increase in blight and decrease in quality and production yield; to rising cost of goods and services; and to a rapidly shrinking labor market as younger generations are leaving agricultural communities in favor of better economic opportunities in other sectors of society. All projections show a global decline in both production yield and quality, contrasted against a growing population and consumer demand. These conditions will lead to a surge in price of coffee in the likes that have never been seen in the history of commercial coffee trade.

The future however, need not be as bleak as the picture painted above. As consumers, we have the power to effect change by how we choose to spend our money. Instead of purchasing bargain brand coffees whose economics only work by keeping in place a supply chain model that exploits producers and propagates poverty, we could choose to support brands that offer traceable coffees that are purchased in a fair, ethical, and sustainable manner. By paying just a little bit more for our coffees, we help producers reduce the financial risks associated with small-scale commercial agriculture within the fragile ecosystems and economies in which they operate. As is, growing coffee is rarely a profitable endeavor for the average coffee producer (we know first hand). But by purchasing at fair prices, it can allow for farmers to reinvest in their farms and communities in ways that benefit them directly; thus ensuring we have high quality, tasty coffees for generations to come.



% OF COFFEE PURCHASED BY ORIGIN\*



\* Excludes origins that represent less than 1% of our purchases



2022 GREEN COFFEE PURCHASED

AVERAGE GREEN COFFEE PRICES PAID BY ORIGIN (PER LB)

BRAZIL



COSTA RICA



ETHIOPIA



HONDURAS



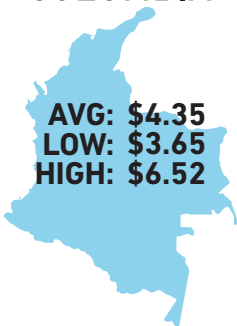
ECUADOR



GUATEMALA



COLOMBIA



EL SALVADOR



HAITI



SUMATRA



KENYA



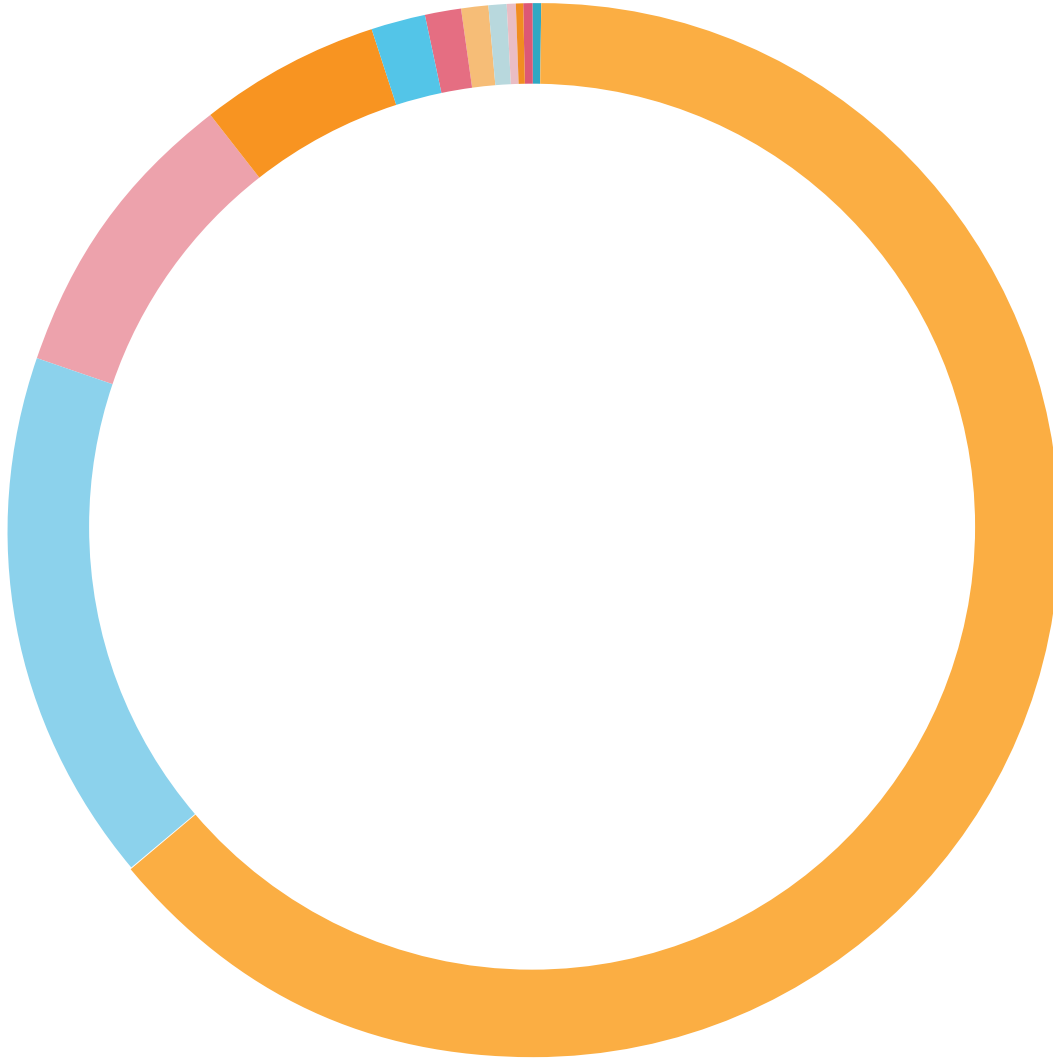
BURUNDI



ALL IN TOTAL GREEN COFFEE AVERAGE PRICES:    AVG: \$3.60            LOW: \$2.50            HIGH: \$6.52



% OF TOTAL COFFEE ROASTED



**64.1%** EL SALVADOR  
Imported By: Odyssey Coffees, Sucafina

**1.6%** BURUNDI  
Imported By: Homage Coffee

**0.1%** HONDURAS  
Imported By: Crop to Cup

**16.1%** BRAZIL  
Imported By: Odyssey coffees, Cafe Imports

**1.3%** GUATEMALA  
Imported By: Onyx Green Coffee, Sucafina

**0.2%** ECUADOR  
Imported By: The Coffee Quest

**9.4%** ETHIOPIA  
Imported By: Cafe Imports, Odyssey Coffees

**0.8%** SUMATRA  
Imported By: Anthem Coffee Imports

**0.4%** KENYA  
Imported By: The Coffee Quest, Cafe Imports

**5.4%** COLOMBIA  
Imported By: Cafe Imports, The Coffee Quest

**0.1%** COSTA RICA  
Imported By: Cafe Imports

**0.4%** HAITI  
Imported By: 1804 Coffee

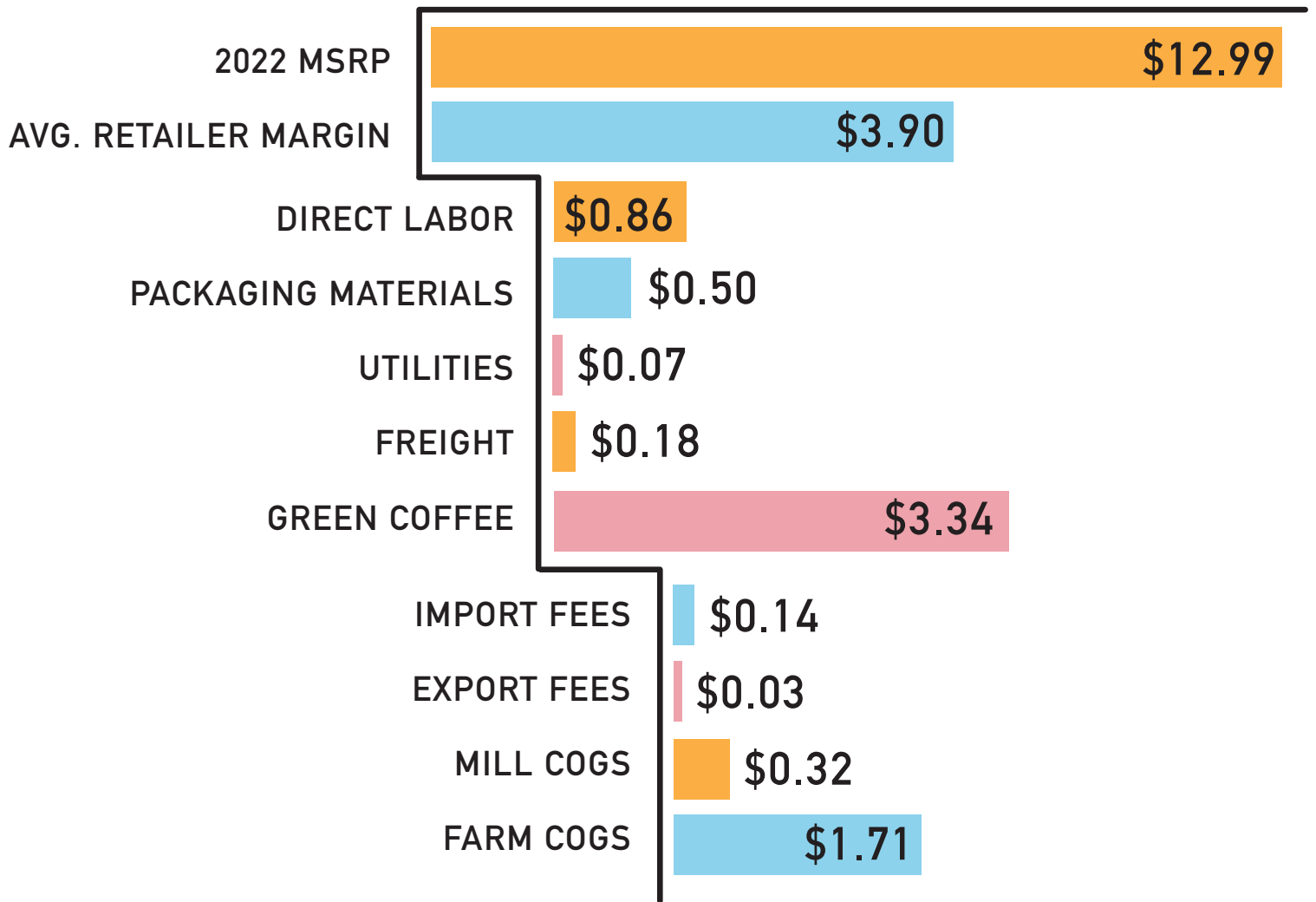


## SUPPLY CHAIN COSTS

No doubt, you noticed retail prices for coffee increase this past year, along side just about everything else. This year we were up against it all: a record high commodity coffee futures market, an inflationary economy, continued supply chain shortages, sky rocketing shipping costs, wage increases, multiple severe climate events adversely affecting harvests, container shortages, and labor strikes.

Let's take a look at the cost breakdown of 12 oz retail bag of our farm direct El Salvador coffee

### COSTS PER 12 OZ RETAIL COFFEE



How does our average FOB (paid at origin) green coffee prices paid compare to the C-Market and Fair Trade Premiums in 2022?

**FOB MARKET COMPARISON**

C-MARKET CLOSING AVG.	\$2.14
FAIR TRADE FOB MIN.	\$1.40
FAIR TRADE PREMIUM	+ \$0.20
FAIR TRADE AVG.	\$2.34
TOPECA AVG. FOB PAID	\$3.47
DIFFERENCE TO C-MARKET	+ \$1.33
DIFFERENCE TO FAIR TRADE	+ \$1.13

If you would like to learn more about our sustainability practices at origin, please visit our website at [www.odysseycoffees.com/about/impact](http://www.odysseycoffees.com/about/impact).

