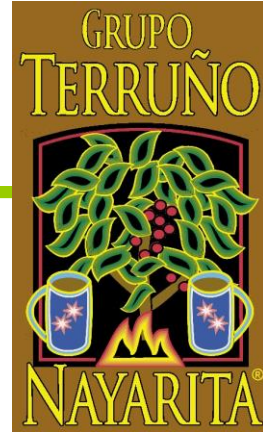


Nuestra Cosecha Demorada es una Bendición Mixta

Our delayed harvest is a mixed blessing
Delays caused by cold weather can improve cup quality
but could delay shipping this year

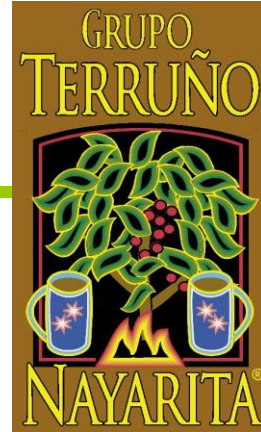
James Kosalos
jamesk@sancristocafe.com

Summary



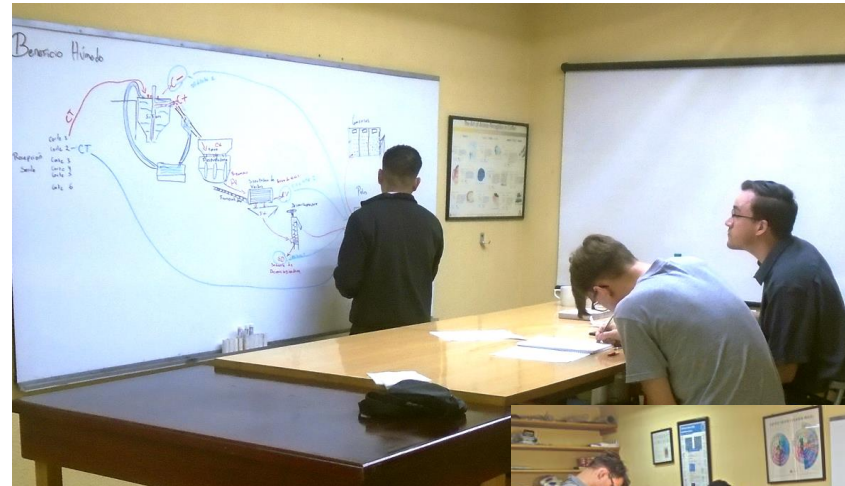
- The Arrival and Integration of this Year's Interns
- Our Increased Focus on Fruit Quality
- Activities in Cofradia de Chocolon, home of the CALDIO society
- Activities in Cordon de Jilguero, home of the CAFEICO society

New Interns Spin-up On Coffee Processing



Marcela Ladron de Guevara gives new interns Jan Huza and Aaron Hill an introductory briefing; Benjamin Macias and Carlos Bustamante contribute from the far end of the table,

Carlos provides coffee processing and FincaLab® quality management system background information



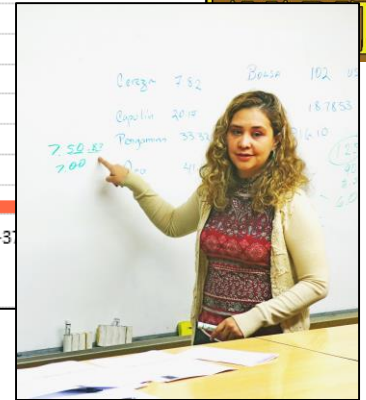
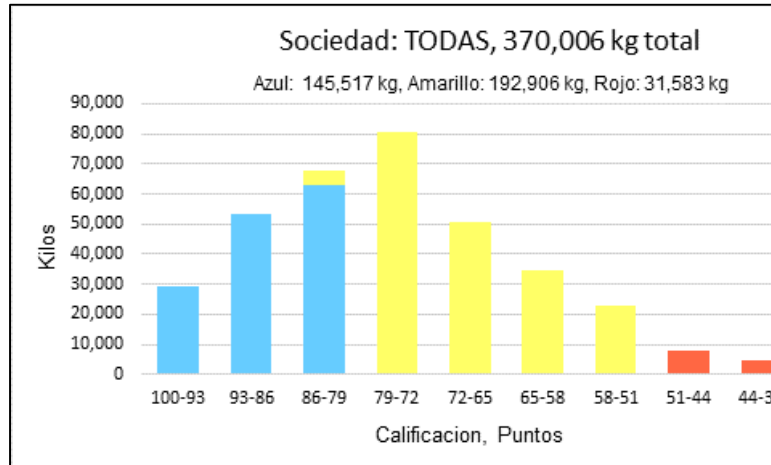
This year we have interns from the US and from the Czech Republic:

- Aaron Hill is from Chicago and has worked as a Starbucks store manager
- Jan Huza is from Prague; he has experience as a coffee roaster as is both a barista judge and a coffee brewing judge



Jan, Carlos, and Aaron prepare for a cupping session. We are all delighted with the level of calibration Aaron and Jan's coffee experience has brought to the table.

Fruit Quality & Prices as well as Birthdays Are Covered in Our Weekly Meetings



Marcela presents the year's fruit quality statistics and current prices to the assembled Society officials. The best cupping sub-lots will be derived mostly from fruit represented by the BLUE bars

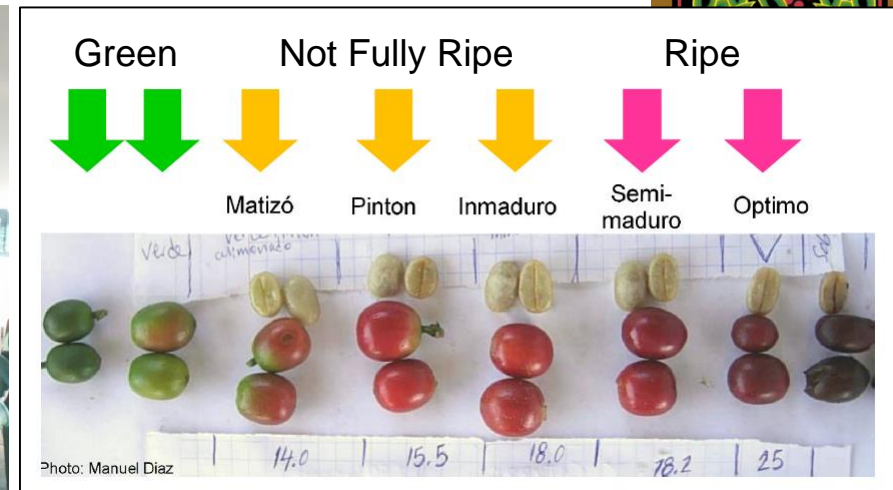


We celebrate the birthday of Andrea Flores de la O, (center with cake) president of the ASTAL society

Thorough Fruit Quality Assessment at Reception

- Fruit received is separated by quality and certification
- Producer premiums are based on Certification and Quality
- **High quality fruit can nearly double a producer's income**

Activities in Cofradia de Chocolon



Carlos Bustamante gives a class on the group's fruit quality metrics; fruit ripeness (sugar content) is categorized minimize errors

Fruit Quality Metrics Are Essential

- Everywhere we look, folks are using different words to identify different stages of ripening
- We associate the appearance of fruit ripeness to fruit sugar content, which is the ultimate coffee quality metric
- Standardizing and categorizing fruit ripeness simplifies the reception procedure



Naturals drying; we are producing more naturals this year as per requests from our customers

Activities in Cordon del Jilgero

Fruit reception station at the PIÑA wet mill



Ripe fruit entering the system



Fruit quality evaluation by color is complicated by the presence of many varieties of coffee: Yellow Caturra is ripe when the fruit is a golden yellow!



Parchment coffee on the patio

Skimming floaters off the density separation tank is highlighted by the setting sun

The Group's Focus is Increasingly on Fruit Quality & Segregation by Quality to Maximize Value

- Producers do what they can to bring in the best fruit, but the weather plays a big part in the game!