



Campesino Mateo



30 / 863 / 0303
Washed Arabica Coffee - 2017 Harvest
Campesino - Aide & Marco
Farm Name - Quellouno
Variety - Bourbon
Elevation - 2350 - 2400 masl.
Origin - Santa Teresa - Cusco
Product of Peru
Destination - New York
Approx. Net Weight - 50 Kg.

Campesino Mateo 2017 Micro-Lots



Campesino Mateo



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Dry Mill Processing

The coffee was processed at a small plant in the city of Quillabamba (*Kee-ya-bam-ba*) in the Department of Cusco. The parchment coffee was milled in a small dry-mill, screened for size, passed through a gravimetric table to separate densities, and was ultimately hand-sorted to remove any remaining defects. I worked and was present during all phases of processing and packing and I guarantee the superb physical quality of this coffee. All of the coffee is packed in hermetically sealed grain-pro bags and jute sacks. The benefit of working with such a small mill is that these coffees are truly 100% from the individual farmer. Micro lots are harder to process in larger mills as well as difficult to ensure purity, because both the dry mill itself (the machine that removes the parchment) and the large ducts that brings coffee from one machine to another can retain large amounts of residual beans from the previous milling.



Above From Left to Right: 1) Dry mill in which all the coffee was milled, 2) Screen sorter separating bean size, 3) Gravity table sorter separating beans by density.

Below: Green coffee being hand-sorted to remove any remaining defects.



Coffee Quality

I have cupped all the coffee multiple times throughout the harvest season as well as just prior to its departure from Peru to ensure that quality has been maintained. Within each farmer profile that follows I include a short sensorial description of what I captured in my analysis. All these lots are specialty grade – I have chosen not to include cupping scores with because of their relative subjectivity and inability to take personal preference into account.



Left to Right: 1) Mateo cupping coffee in Quellouno, 2) Roasted samples ready for cupping, 3) IMSA Sample roasters.

Certifications?

As with last year, **none of the coffee I am importing has a certifying label that indicates “Fair-Trade”, “Organic”, “Bird-Friendly...etc.** In my opinion, the fully transparent direct trade model I am developing provides a far more integral and equitable relationship connecting producers, roasters, and consumers. This relationship ensures that there are strong incentives for farmers to use organic practices and take the necessary steps to produce high quality coffee. Premiums that may have been paid to certifying organizations **instead go directly to the farmers. It’s true** that importers who purchase larger lots of coffee can benefit from working with certifying bodies since they do help form a certain level of transparency and control. The advantage of purchasing micro-lots from a company such as mine, however, comes from access to top quality coffees and more detailed information about the individual grower and their exact practices.

Organic?

Each farmer I work with uses organic practices and does not apply synthetic fertilizers, pesticides, herbicides or fungicides. Between two and four times a year they use machetes, a **traditional tool (called "k'ituchi" in the indigenous language of Quechua)**, or mechanical weed whackers to clean around their coffee trees. Most fertilize their lands between two and four times a year with a combination of organic composts and "guano de la isla", a very high quality organic fertilizer derived from birds off the coast of Peru. Some prepare worm bins and composts with the rotting coffee cherry skins and other residual organic matter from the farm and the kitchen. They also use local guano from guinea pigs, chickens, and/or livestock. Still others are creating compost teas which utilize the fermented coffee pulp to activate micro-bacterial components in the soil which results in an increased ability to absorb bioavailable nutrients.



Rich organic compost prepared by farmers.

The coffee I've selected grows in diverse shaded ecosystems alongside native trees and others such as pacay, pine, avocado, and mango which provide refuge for birds and wild animals. Peru is home to the second highest number of bird species of any country in the world. The **Amazon jungle and buffer zones such as the "Eyebrow of the Jungle"** where I am sourcing my coffee from are indispensable habitats for these birds, many of which are migratory and rely on diverse ecosystems to flourish. For this reason, I have decided to work with farmers who cultivate in an integral manner and who also uphold the importance of maintaining this crucially important ecological zone.

By working and living directly with our partner farmers I guarantee that traditional farming practices are upheld while paying a premium for this coffee that is produced in an ecologically friendly manner. In other words, the thousands of dollars that might otherwise go towards securing a certifying label instead goes directly to our partner farmers.



Partner farmer Jaime looking across his land – a diverse ecosystem with coffee and other plants growing together.

Transparent Trade

It is my opinion that Fair-Trade is a step in the right direction for developing equitable relationships with farmers, yet this certification has some flaws. The high cost (upwards of \$5,000 per year) for my Peruvian partners to receive a Fair-Trade label, represents a significant financial burden. Instead of following this model, I am working and living directly with my partner farmers, directly paying them myself at prices well above the local market price. Assuming an average loss in weight of about 25% during the dry milling process, the average price per pound my partner farmers received for green coffee in 2017 was 6.50 soles or about \$2.00 per pound. Some received upwards of \$2.20 per pound for their exceptional lots of green coffee. This is markedly higher compensation compared to the \$1.35 – \$1.50 per pound of green coffee they would have received through local channels, which often carries various premiums for Fair-Trade, Organic, and Rainforest Alliance certifications among others. My sincere opinion is that direct and transparent trade guarantees quality and is the most beneficial model for farmers and consumers alike.

By working directly with the farmers, I am able to identify **each one's** individual needs. This year, for instance, I invested in improving coffee quality and efficiency for my partner farmers by buying transparent parabolic greenhouses and/or screens on which to dry their coffees.



The meeting between Narciso, my partner farmer, and David one of my partner roasters.

Farmer Profiles

You may notice the farmer profiles are distinct from last year's micro-lot document. I have learned more about what it takes to produce exceptional quality coffee and run a proper farm. It takes a team, it takes a partnership. What does this mean? It means that no longer can I represent one man (or woman) as the sole owner and **reason we're enjoying this tremendous coffee**. Without a partner to help with the coffee labors such as harvesting, washing coffees, and circulating the drying coffees – let alone helping by cooking for the harvesters, cleaning and maintaining the house, **many farmers wouldn't be able to** put so much time and energy into producing the best quality coffee possible. For this reason, you will now find the majority of the coffee farmers listed as being produced by a couple. More often than not it takes a team to make amazing things happen. These are not male coffee farmers, nor female coffee farmers, these are simply humble families that are dedicated to the art of producing exceptional coffees.

Glossary:

Santa Tersea

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Quellouno

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Lacco Yavero

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Mixed Lots

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Pablo and Jesusa working together to install their new parabolic greenhouse and raised beds.

Pablo Champi and Jesusa Policarpa



Farm

| | |
|----------------------------------|--|
| <i>Location:</i> | Saxsara Valley, Santa Teresa, La Convencion, Cusco, Peru |
| <i>Farm Name:</i> | Rak'iraqayoq |
| <i>Farm Size:</i> | 2.5 hectares (6 acres) in cultivation |
| <i>Average Production:</i> | 25 "Quintales" (2500 lbs parchment coffee) |
| <i>Altitude:</i> | 2300-2400 meters (7545-7875 ft.) above sea level |
| <i>Varietals in Cultivation:</i> | Red and Yellow Bourbon, Red and Yellow Caturra, Red and Yellow Typica, Catimor |

Farming Practices

- K'ituchi (traditional hand-held curved metal tool) for weeding farm
- Organic fertilizers of "guano de isla"**, manure from farm animals, and organic foliage stimulator.
- Pablo also prepares a rich compost with the coffee cherry skins, cut up banana stems, and decomposing organic matter.

Terroir

| | |
|---------------------|---|
| <i>Soil:</i> | Black loamy topsoil rich with abundance of organic matter |
| <i>Shade:</i> | Pacay, Pine, and native trees |
| <i>Sunshine:</i> | Direct sunlight from 6:30AM to 3:00 PM |
| <i>Temperature:</i> | Pronounced diurnal temperature swings – cold at night, hot/humid during day |

Micro-lots (2)

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|-------------------|--|
| <i>Varietals:</i> | 1) Red and Yellow Bourbon, Red and Yellow Caturra, Red and Yellow Typica, 2) Catimor |
| <i>Harvest:</i> | June – September |
| <i>Process:</i> | Fully washed coffee processed on farm - Dry Ferment 24-36 hours |
| <i>Drying:</i> | Patio and/or raised bed under parabolic greenhouse dried 5-7 days |

Micro-Lot Tasting Notes

- 1) Aromatic tropical fruits – bright acidity with sweet notes of mangoes, caramels and butterscotch.
- 2) Dark fruit aromas – fine acidity, sweet peach flavors, consistent cup.

Farm Description

Pablo and Jesusa's farm is one of the highest in the Valley of Saxsara. A grueling 45-minute straight uphill climb from the town center of Yanatile awaits any visitor or worker trying to arrive to their picturesque farm. Entering the property slowly is important as a few large dogs mark your arrival, making your presence known to Pablo and Jesusa. Located on a beautiful sloped hillside, the farm receives the first solar rays in the morning, with the sun arriving before 7:00 AM in the summer. The sun tucks behind the mountains around 3:00 in the afternoon and the air quickly cools. The climate in the afternoon reminds me a lot of the fall in New England, especially as the fresh pine scent permeates the brisk air. The low temperatures at night, angled landscape, and partial shade provide a perfect environment for slow ripening of fruit. The beautiful coffee plants are well managed and carefully pruned after the harvest each year. Aside from coffee, Pablo and Jesusa also have many avocado trees, a section of trellised passionfruits, bananas scattered throughout the farm, some citrus fruits, a small vegetable plot, guinea pigs and chickens.



Coffee Drying under the greenhouse and raised beds we installed at Pablo farm this year.

Farm Lore

Pablo and Jesusa settled on the land in the late 1970's and first planted coffee there in the early 1980's. Their neighbors are **Pablo's** sisters, who own separate plots on the same hillside. Devastating floods hit the region and the local town of Yanatile in 1998. The town was completely destroyed, bridges and houses were taken by the river, 14 people died, and a state of emergency was declared. Many townspeople escaped with only the clothes on their back. Located at the top of the mountain, Pablo and **Jesusa's** farm served as an evacuation and rescue point where many people lived for some time.



The view from Pablo and Jesusa's farm

About 20 years ago when Pablo first settled on the land he was manually weeding his corn field with a hand-held **tool known as a k'tuchi** when he was bitten by an extremely venomous viper. He was lucky that only one of the fangs entered his right hand. Pulling his hand up the viper dangled from his now wounded hand. In these times there was no anti-venom nor access to a medical facility. Pablo overcame an intense fever and over one month of an extremely swollen right arm. This story is indicative of Pablo – he is the man – he often wakes up at 4AM to walk four hours to the high mountains to check on his livestock before returning home by midday to return to his farm labors.

The farm has old yellow Caturra trees of about 25 years. One of these trees in particular produces a prolific amount of fruit – some years almost 6 kilos of dried coffee! This year I was harvesting with Pablo and one morning he was harvesting this particular tree and it took him about 2.5 hours to harvest this one plant! He told me that a few years back it took one harvester an entire day to harvest it!



Above Left to Right: 1) Mateo and Pablo installing the greenhouse for improved drying. 2) Pablo enjoying the coffee we milled, sorted, and artisanally roasted on his farm.

Below: Mateo and Pablo in front of his house at the end of the 2017 harvest season.



Narciso Ninawilka and Dorotea Puma



Farm

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|-------------------------|---|
| <i>Location:</i> | Saxsara Valley, Santa Teresa, La Convencion, Cusco, Peru |
| <i>Farm:</i> | Paltaypata |
| <i>Size:</i> | 2 Hectares (5 acres) |
| <i>Ave. Production:</i> | 20 “Quintales” (2000 lbs parchment coffee) |
| <i>Altitude:</i> | 2000-2150 meters (6560-7050 ft.) above sea level |
| <i>Varietals:</i> | Typica, Red and Yellow Bourbon, Red and Yellow Caturra, Catimor |

Farming Practices

- K’ituchi for weeding farm
- Small amount of fertilization with farm animal manure (guinea pig and chickens)
- In process of pruning his farm and planting another hectare of Bourbon on the adjacent upper slopes.

Terroir

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|---------------------|---|
| <i>Soil:</i> | Rich black loamy and rocky topsoil with abundant organic matter |
| <i>Shade:</i> | Shade trees of Pacay and Avocados |
| <i>Sunshine:</i> | Direct sunlight from 7:30 AM to 4:30 PM. |
| <i>Temperature:</i> | Warm days, cold overnight temperatures |

Micro-lot

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|-------------------|---|
| <i>Varietals:</i> | Typica, Yellow and Red Bourbon, Yellow and Red Caturra. This year Narciso and Dorotea selectively harvested the Catimor apart from the higher quality varieties of Typica, Bourbon, and Caturra. The Bourbon trees are coming into their prime (5 years of age) and comprise a larger percentage of this lot than in the previous year. |
| <i>Harvest:</i> | June – August |
| <i>Process:</i> | Fully washed coffee processed on farm - Dry Ferment 24-36 hours |
| <i>Drying:</i> | Shade dried 2-3 weeks |

Micro-Lot Tasting Notes

Aromatic notes of ripe berry fruits, cacao nibs and toasted almonds – medium acidity, creamy body with dried fruits and caramel sweetness.

Farm Description

Narciso and Dorotea are hard-working farmers who live alone. Not atypical of the rural life in modern Peru, Narciso and his wife Dorotea have 5 children, all of whom have left the house to live in the larger cities of Cusco and Lima. This past **harvest Narciso's youngest son**, 20 year old Darwin, moved back to help his parents. The young 5 year old Red Bourbon trees are approaching full production and are producing incredibly sweet cherries, some of which I measured at 25+ TDS on my portable Brix Refractometer. TDS and Brix are measures of the total dissolved solids (TDS) – which is a measure of sweetness and thus overall concentration of flavors. This year Narciso and Dorotea will be renewing the farm by pruning a large portion of the farm and planting another hectare with seeds collected from nearby farms as well as a half kilo of Yellow Caturra seeds I brought them from the north of Peru. Aside from coffee, they also have avocado trees, a section of taro root and yucca, corn, banana trees, tomatoes, spicy peppers, guinea pigs and chickens.



Mateo with Dorotea and Narciso in their kitchen on their farm.

Farm Lore

Devastating floods hit the region and the local town of Yanatile in 1998. The town was completely destroyed, bridges and houses were taken by the river, 14 people died, and a state of emergency was declared. Narciso and Dorotea barely escaped and were left with nothing but the clothes they were wearing. They rebuilt their house further away from the river at a higher altitude and have lived there ever since.

When I returned to Peru this year, Narciso was one of the first farmers I visited. He greeted me with a big hug and warm smile – saying **“Señor Mateo, no pensaba que ibas a regresar”** – **“Mr. Mateo, I didn't think you were going to return.”** He then followed by telling me **“Solo voy a preparar café para ti!”** – **“I am only going to prepare my coffee for you!”**



Left to Right: 1) Narciso on the farm ready for a day of harvest, 2) Ripe Red Bourbon trees, 3) Darwin, Narciso and Dorotea's son resting after a long afternoon depulping coffee using their hand-crank.

Eusebio Ayequipa and Ilda Alvarez



Farm

| | |
|----------------------------------|---|
| <i>Location:</i> | Saxsara Valley, Santa Teresa, La Convencion, Cusco, Peru |
| <i>Farm Name:</i> | Quellounuyoq |
| <i>Farm Size:</i> | 2.5 hectares (6 acres) in cultivation |
| <i>Average Production:</i> | 25 “Quintales” (2500 lbs parchment coffee) |
| <i>Altitude:</i> | 2350-2450 meters (7700-8040 ft.) above sea level |
| <i>Varietals in Cultivation:</i> | Red and Yellow Bourbon, Red and Yellow Caturra, Typica, Catimor, Pacamara |

Terroir

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|---------------------|---|
| <i>Soil:</i> | Humid, rich black loamy topsoil with abundance of organic matter - many small streams flow through the farm. |
| <i>Shade:</i> | Pacay, Pine, and native trees |
| <i>Sunshine:</i> | Direct sunlight from 7:30 AM to 4:00 PM |
| <i>Temperature:</i> | Extremely marked temperature swings. Their farm is located just kilometers from a snow-capped mountain located further up the valley. |

Farming Practices

- Machete and K’ituchi (traditional hand-held curved metal tool) for weeding farm.
- Organic fertilizers of “guano de isla”, manure from farm animals.

Micro-lots (3)

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|-------------------|--|
| <i>Varietals:</i> | 1) Red and Yellow Bourbon, 2) Catimor, 3) Typica, Red and Yellow Caturra, Red and Yellow Bourbon, Pacamara. When possible the Bourbon coffee was harvested apart from the other varieties. |
| <i>Harvest:</i> | June – September |
| <i>Process:</i> | Fully washed coffee processed on farm - Double ferment 36 hrs total: 12-14 hours dry ferment, 24 hours submerged ferment. |
| <i>Drying:</i> | Dried in shade on raised beds for 2-4 weeks. |

Micro-Lot Tasting Notes

- 1) Aromas of red fruits, florals, and and black tea – extremely sweet with notes of citrus, panela, and umami flavors balanced with bright acidity.
- 2) Chocolate and carob syrup aroma – clean, balanced cup with dulce de leche flavors.
- 3) Aromas of citrus fruits and dark red fruit – creamy body with lemon acidity and notes of honey.

Farm Description

Eusebio and Ilda's farm is one of the highest in the Valley of Saxsara, and thus probably one of the highest elevation farms in the world. It is nearly unheard of to produce coffee at an elevation near 2400 meters. Whereas in years past coffee either grew extremely slowly without producing fruit, **or didn't** grow at all, various factors including global warming and the melting of nearby glaciers have expanded the coffee growing range to farms such as Eusebio and Ilda's. The farm grows in the district of Santa Teresa which can be quite dry depending on the valley and specific micro-climate. Eusebio and Ilda's farm is unusual in that at such a high altitude in the foothills of the Andean Mountains just a few kilometers away from snow-capped peaks, their coffee farm resembles in some aspects the more tropical production zones of Colombia. Due to a myriad of streams that run through the farm, the soil is almost always humid and thus is unaffected by the prolonged dry season most farmers experience in the region. For this reason, they realize a harvest during about 9 months of the year. Their main harvest takes place from June to September but since the coffee plants are in almost constant flowering, they also harvest a small amount of coffee from November to January before beginning their first harvest again in April. Aside from coffee, they also produce avocados, passionfruits, sugarcane, bananas, guinea pigs, chickens, and ducks.



Ripe Red and Yellow/Orange Bourbon trees ready for the harvest on Eusebio and Ilda's farm.

Eusebio and Ilda are hardworking farmers that have never sold to anyone other than commercial **agents. They didn't really have any idea they produced amazing coffee** – and were excited to hear the results after the first time I cupped their coffee this harvest season. I worked directly with them quite a bit this season to teach proper harvest, fermentation, and drying techniques. Previously they were drying in an inadequate solar dryer, but Eusebio quickly manufactured and installed raised beds below a simple structure with a tin roof they had built the previous year. They are now extremely dedicated to produce high quality specialty coffee and Eusebio told me – **“voy a producir café de calidad, aunque puede ser poco, siempre de calidad”** – “I will produce quality coffee, even if it's not a lot, from now on strictly **quality**”

When I arrived to the farm this year, the post harvesting processing infrastructure was in disorder. Since I had tasted coffee from nearby farms, and I could tell from the incredible Bourbon, Typica and Caturra trees that this coffee had the possibility to be extremely special, we immediately got to work to improve just about everything in the harvest and post-harvest process. Firstly, I noted they were drying their parchment coffee on top of a cement patio right near where they raised their chickens and ducks. Even though there was a small fence encircling the drying patio, the animals always seemed to find a way to enter and ruin in one way or another what should have been incredible coffee. We decided to build raised beds and dry the coffee on another part of the land below a tall tin roof that had been recently

built. I purchased the screen mesh for the drying surface and Eusebio used his carpentry knowledge to build the raised beds.



Mateo hiking with Eusebio through the farm.

Next, we went over proper harvesting techniques – both harvesting separately the overripe cherries that can add overripe winey and/or vinegary notes in the cup as well as leaving the underripe cherries, or **“pintones” as they are known throughout Latin America**, to further ripen on the tree. These too can lead to impurities in the cup such as green, vegetal, astringent and harsh flavors. This year I harvested alongside Eusebio and Ilda for 6-7 days in total.

After the harvest we moved on to improving the fermentation of the coffee fruit. By depulping the coffee without the use of any water, we are able to ensure the maximum amount of sugars from the coffee mucilage enter the fermentation. Also, if we were to depulp using the water which flows from the cold mountain streams, the soon to be fermenting mass cools significantly before entering the cold nighttime temperature. We also decided to perform a double fermentation to ensure the mucilage fermented more evenly which generally leads to an overall cleaner cup. After the initial dry fermentation (without water), we then washed the coffee and fermented mucilage with water and fermented the remaining mucilage under water during a 24 hour period. This process is used widely throughout Kenya and is starting to become more popular in various regions of the Americas.



Left to Right: 1) The humid soil and many streams running through the land lead to images such as this one – under-ripe green fruit, ripe red cherries, flower buds, and blossomed flowers all on the same branch! 2) Ilda circulating the drying parchment coffee.

Aide Palomino and Marco Candia



Farm

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|----------------------------------|--|
| <i>Location:</i> | Saxsara Valley, Santa Teresa, La Convencion, Cusco, Peru |
| <i>Farm Name:</i> | Quellouno |
| <i>Farm Size:</i> | 1 hectare (2.5 acres) in cultivation |
| <i>Average Production:</i> | 10 “ Quintales ” (1000 lbs parchment coffee) |
| <i>Altitude:</i> | 2350-2450 meters (7700-8040 ft.) above sea level |
| <i>Varietals in Cultivation:</i> | Red Bourbon, Catimor |

Farming Practices

- K'ituchi (traditional hand-held curved metal tool) for weeding farm, and machete
- Organic fertilizers of “guano de isla”, manure from farm animals, and organic foliage stimulator.

Terroir

| | |
|---------------------|---|
| <i>Soil:</i> | Rich black loamy topsoil heavy with abundance of organic matter |
| <i>Shade:</i> | Pacay, Pine, and native trees |
| <i>Sunshine:</i> | Direct sunlight from 6:30AM to 3:00 PM |
| <i>Temperature:</i> | Pronounced diurnal temperature swings – cold at night, hot/humid during day |

Micro-lots (2)

| | |
|-------------------|---|
| <i>Varietals:</i> | 1) Red Bourbon, 2) Catimor |
| <i>Harvest:</i> | June – September |
| <i>Process:</i> | Fully washed coffee processed on farm - 24 hours dry ferment, |
| <i>Drying:</i> | Patio dried 5-7 days |

Micro-Lot Tasting Notes

- 1) Spearmint aroma – bright acidity, sweet with notes of black currant and green apple.
- 2) Malted barley aroma – medium acidity, sweet with notes of mandarin oranges.

Farm Description

Aide and Marco's farm is one of the highest in the Valley of Saxsara, and thus probably one of the highest elevation farms in the world. It is nearly unheard of to produce coffee at an elevation near 2400 plus meters. Whereas in years past coffee either grew extremely slowly without producing fruit, or **didn't**

grow at all, various factors including global warming and the melting of nearby glaciers have expanded **the coffee growing range to farms such as Aide and Marco's**. They purchased the farm from Aide's aunt one year ago and are recently dedicating to produce specialty coffee. The farm has both Bourbon and Catimor planted in intermittent rows – both of which were planted in the last 5 years. Aside from coffee, they also produce avocados, passionfruits, bananas, and raise guinea pigs, chickens, and ducks.

Farm Lore

I had met Aide and Marco last year but it wasn't until this year that I visited their farm. When they asked if I could cup their coffee I of course said yes and asked if they harvested apart their Bourbon and Catimor. They said they did, so I brought a sample of both coffees to the lab to test for quality. After the blind cupping I revealed the results and was surprised with the quality in both of the coffees and even more so that the Catimor received exactly the same score as the Bourbon. When returning I asked Aide why that was so – she told me that they had **waited until the Catimor plants turned "bien gindon, negro"**, signifying that they harvested the Catimor at their optimum ripeness which usually turns out to be a dark mahogany/cherry color almost like a ripe purple grape. While they are just beginning in the world of coffee and specialty production, they are eager to connect directly with the market and continue improving quality. Next year they will install a greenhouse and raised beds for drying. As a young couple they have the help of their sons and the experience and advice of the other local producers who have now been producing specialty coffee for some years. Their enthusiasm and excitement also brings a smile to my face as I see their passion transform into action on their farm.



Left to Right: 1) The difference between truly ripe cherries on the right, and those that may appear ripe (red), but have still not fully ripened. 2) View from Aide and Marco's farm some 2400 meters high in the Andean foothills.

Mesias Ibarra Muñoz



Farm

| | |
|----------------------------------|---|
| <i>Location:</i> | Sapanmarca, Santa Teresa, La Convencion, Cusco, Peru |
| <i>Farm Name:</i> | El Triunfo |
| <i>Farm Size:</i> | 6 hectares (15 acres) in cultivation |
| <i>Average Production:</i> | 60 “ Quintales ” (6000 lbs parchment coffee) |
| <i>Altitude:</i> | 1900-2100 meters (6235-6890 ft.) above sea level |
| <i>Varietals in Cultivation:</i> | Red and Yellow Bourbon, Red and Yellow Caturra, Typica, Catimor |

Farming Practices

- K'ituchi (traditional hand-held curved metal tool) for weeding farm, and machete
- Organic fertilizers of “guano de isla”, phosphoric rock, compost, and manure from farm animals.

Terroir

| | |
|---------------------|---|
| <i>Soil:</i> | Rocky with abundance of decomposing organic matter |
| <i>Shade:</i> | Pacay and Avocado |
| <i>Sunshine:</i> | Direct sunlight from 6:30AM to 4:00 PM |
| <i>Temperature:</i> | Pronounced diurnal temperature swings – cold at night, hot during day |

Micro-lots

| | |
|-------------------|--|
| <i>Varietals:</i> | Red and Yellow Bourbon, Typica, Red and Yellow Caturra, Catimor |
| <i>Harvest:</i> | June – September |
| <i>Process:</i> | Fully washed coffee processed on farm – 24-36 hour dry fermentation. |
| <i>Drying:</i> | Patio dried 5-7 days. |

Micro-Lot Tasting Notes

Very aromatic tropical fruits, froot loops cereal – bright acidity, notes of mango, papaya, cane sugar.

Farm Description

Mesias’s farm lies high up on the slopes of the Vilcanota valley above the Vilcanota river which passes through the famous site of Machu Picchu just a few miles upstream. From the farm, the riverbed some 800 meters below looks half a world away. The cool temperatures and precise contour of the farm which receives the first solar rays in the morning create a near perfect micro-climate and terroir for the production of specialty coffee. The old tree stocks some of which are between 25-30 years old still produce a prolific quantity of fruit. Although this year production slumped as it did throughout the region,

Mesias has the production capacity of some 60-80 quintales per year. For the past few years he has gone through his farm renovating parts by pruning the old trees that are no longer producing well. He uses a combination of waiting 2 years for the new growth of the pruned trees to produce fruits and planting new seedlings in between the rows of coffee. In the future years I will be working with Mesias to set up a solar dryer and greenhouse for improved processing. We will also be adding bio-ferments to the land to activate the micro-bacterial content of his soil. Aside from coffee, Mesias also produces avocados, passionfruits, hot peppers, and has some farm animals.



Left to Right: 1) View from the bottom of Mesias's farm to the Vilcanota river some 800 meters below. 2) Mesias next to the seedlings he will plant this coming year to renovate a portion of his land.

Farm Lore

Mesias is a retired police officer who decided to dedicate to growing coffee some 20 years ago on the **land of his wife's family. Due to an illness which has sent his wife to the capital** of Lima, Mesias now lives alone on the farm. In his words he has proudly never been part of a cooperative – instead he has always looked for a more direct route to sell his coffee. He has sold his coffee in years past to local roasters in Quillabamba and Cusco. Raul, my Peruvian partner, introduced me to Mesias last year and I was finally able to visit Mesias this year during the harvest season and cup his outstanding coffee. He is a hard-working farmer with the vision to continue transforming the farm into one of the best in the region, ever seeking to become “El Truinfador”, The Triumphant!



Left to Right: 1) Ripe Red Bourbon coffee cherries to be collected at the end of the harvest on Mesias's farm. 2) Mesias looking through the BRIX refractometer to see the TDS (total dissolved solids), or sweetness level on his cherries. 3) The reading on the BRIX refractometer signaling about 27 - a very good score for coffee fruit.

Carlota Serrano and Tomas Ovalle



Farm

| | |
|----------------------------------|---|
| <i>Location:</i> | Canelon Alta, Quellouno, La Convencion, Cusco |
| <i>Farm:</i> | Cielopunkuyoc |
| <i>Size:</i> | About 7 Hectares (17 acres) in total |
| <i>Average Production:</i> | 40-60 “ Quintales ” (4,000 - 6,000 lbs parchment coffee) |
| <i>Altitude:</i> | 2000-2300 meters (6560 - 7545 ft.) above sea level |
| <i>Varietals in Cultivation:</i> | Typica, Red and Yellow Bourbon, Mundo Novo, Red and Orange Gran Colombia, Red and Yellow Catimor, Maragogype. |

Farm Practices

- K’tuchi for weeding farm
- Organic fertilizers comprised of a rich compost prepared on the farm from coffee cherry skins, guinea pig and duck manure, along with decomposing organic matter.

Terroir

| | |
|------------------|---|
| <i>Soil:</i> | Rich black loamy topsoil with high organic content, some clay and sand. |
| <i>Shade:</i> | Well managed shade of Pacay and other native trees. |
| <i>Sunshine:</i> | Direct sunlight from 7:00 AM to 3:30 PM |
| <i>Climate:</i> | This side of the valley has warm days and cool nights – the small rivers and shaded trees create a climate that mimics the fall in New England. |

Micro-lots (2)

| | |
|-------------------|---|
| <i>Varietals:</i> | 1 + 2) Typica, Mundo Novo, Red and Yellow Bourbon, Red and Orange Gran Colombia, Red and Yellow Catimor, Maragogype. |
| <i>Harvest:</i> | June – August |
| <i>Process:</i> | 1) Fully washed coffee processed on farm – Dry Ferment 20-24 hours 2) Blend of 70% washed coffee with 30% natural processed coffee harvested using Harrar Ethiopian technique of allowing cherries to partially dry on tree before harvesting and drying separately. |

Drying:

- 1) Dried on raised beds under greenhouse for 7-10 days
- 2) Dried on raised beds under greenhouse for 2-3 weeks

Micro-Lot Tasting Notes

- 1) Aromatic notes of lemongrass, goldenberry – medium acidity, creamy body, vanilla and mandarins.
- 2) Dried fruits figs, strawberry – medium acidity, creamy body with notes of berries and ripe fruit.



Ripe coffee cherries that began to dry on the tree – these are harvested and dried separately using the naturally processed method.

Farm Description

Carlota and Tomas own various parcels of land in which they cultivate coffee. All of the coffee is farmed from 2000 meters and above – the **namesake plot of “Cielopunkuyoq” (doorway to heaven in English)** is the highest in the region of Canelon. One truly feels as if they are entering the sky when hiking up to the top of the farm. I harvested with Tomas and Carlota many times this year and trudged up the 45 degree slopes up to the peak of the doorway to the sky! The climate is ideal as the moderately hot days lead into brisk and cooler nights. The views on the way to the farm (a winding uphill one hour motorcycle ride) from the nearby town of Quellouno are stunning. The river running through the valley, located at about 1000 meters below, is home to many communities that survive on the production of tropical fruits such as papayas, bananas, and citrus fruits. Carlota and Tomas own row after row of old Typica trees and other varieties that receive the shade of Pacay and native trees.

Apart from coffee the family also grows some sugarcane, chirimoya (a delicious native fruit), bananas, muña (native Andean mint), passionfruits, raspberries, blackberries, oranges, and some vegetables.



Above Left to Right: 1) Carlota, Tomas, their family and I eating lunch on their farm in the heat of the coffee harvest season. 2) Ripe Yellow and Orange Gran Colombia harvested selectively on the farm of Carlota and Tomas.

Below Left to Right: 1) Elmer, the son-in-law of Carlota and Tomas harvesting on the treacherous 45-50° slopes. 2) Carlota, Tomas and Mateo after a long day of harvest getting ready to transport the cherries to their wet mill some 1.5 KM away.



Farm Lore

Carlota and Tomas grew up on farms in the Canelon zone of Quellouno where they have always lived. **Growing up they worked for the “hacienda” just like all of their neighbors. This was a form of brutal serfdom** in which overseers routinely hit the farm workers with whips and imposed harsh labor and living conditions on the people in the valley. Many workers died as a result of the punishing working conditions and some of the rural farmers were killed during unsuccessful attempts to overthrow the **“hacendado” (owners of the “hacienda”)**. Carlota and Tomas explained to me that before the Peruvian agrarian revolution in the mid 1960’s most of the **“campesinos” (rural farmers)** had no education and did not know how to write or speak Spanish. In the early 1970’s everything changed as the people united and overthrew the **“hacienda”**. In the ultimate confrontations the **“hacendados”** defended themselves with rifles and guns while the farmers brought rocks, sticks, machetes and farm tools to fight for their freedom. Afterwards the locals began dividing the land into small farms. The hacienda had previously grown exclusively sugarcane but with their newfound freedom the campesinos started to cultivate different crops such as coffee, cacao, annatto, corn, beans, and coca leaf.



Left to Right: 1) View of the lush mountain side where Carlota and Tomas’s farm resides, 2) Tomas is all smiles as usual standing next to his harvest of the day.

Raul Gutierrez and Rusiya Ovalle



Farm

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|----------------------------------|---|
| <i>Location:</i> | Canelon Alta, Quellouno, La Convencion, Cusco |
| <i>Farm:</i> | Muñayoc |
| <i>Size:</i> | About 2 Hectares (5 acres) in total |
| <i>Average Production:</i> | 20 “ Quintales ” (2,000 lbs parchment coffee) |
| <i>Altitude:</i> | 2000-2250 meters (6560 - 7380 ft.) above sea level |
| <i>Varietals in Cultivation:</i> | Typica, Red and Yellow Bourbon, Red and Orange Gran Colombia, Red and Yellow Catimor, Maragogype, Pacamara. |

Farm Practices

- Machete and weed-whacker for weeding farm
- Organic fertilizers comprised of a rich compost prepared on the farm from coffee cherry skins, guinea pig and duck manure, along with decomposing organic matter.

Terroir

| | |
|------------------|--|
| <i>Soil:</i> | Rich black loamy topsoil with high organic content, some clay and sand. |
| <i>Shade:</i> | Well managed shade of Pacay and native trees, recently planted pine trees. |
| <i>Sunshine:</i> | Direct sunlight from 6:30 AM to 3:30 PM |
| <i>Climate:</i> | This side of the Quellouno Valley is somewhat dry compared to other parts of the region. Some micro-climates on this side of the valley do experience more rain and humidity and Raul and Rusiya's farm is located in a more dense, cool, and humid zone. Driving from the town and neighboring farms you immediately feel the change in climate upon entering their coffee farm. |

Micro-lot

| | |
|-------------------|---|
| <i>Varietals:</i> | Typica, Red and Yellow Bourbon, Red and Orange Gran Colombia, Red and Yellow Catimor, Maragogype, Pacamara. |
| <i>Harvest:</i> | June – August |

Process: Fully washed coffee processed on farm – De-pulped without water.
Dry ferment 24-36 hours.
Drying: Dried on raised beds under greenhouse for 2-3 weeks

Micro-Lot Tasting Notes

Aromatic notes of vanilla and cocoa – medium acidity, creamy body, tastes of plumb, lavender, honey.

Farm Description

Rusiya is the daughter of my other partner farmers Tomas and Carlota. She lives with her husband Raul and their two daughters. The climate on their farm is ideal as the moderately hot days lead into brisk and cooler nights. The views on the way to the farm (a winding uphill one hour motorcycle ride) from the nearby town of Quellouno are stunning. The farm is a blend of many different coffees – they are not easy to isolate and harvest apart and for that reason all the coffee is harvested together. This year after the harvest Raul and Rusiya cleared some land and planted another hectare – little by little they would like to increase production to some 50-60 quintales. Next year the young 2-3 Bourbon plants will produce their first fruit!

Apart from coffee the family also grows yuca, taro root, sugarcane, chirimoya (delicious fruit), bananas, muña (native Andean mint), passionfruits, raspberries, avocados, oranges, and some vegetables.



Left to Right: 1) Raul proudly standing next to his 1.5 year old Bourbon plants, 2) Raul using a hook to bend down and harvest the old Typica coffee trees.

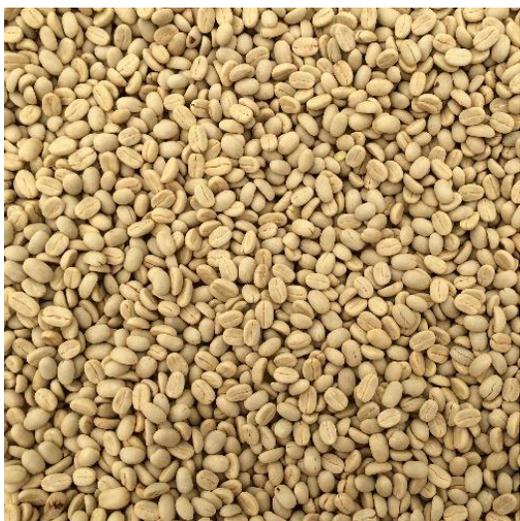


Left to Right: 1) Rusiya and her father Tomas walking through their farm with their trusty horse – always an ally in helping carry the ripe coffee cherries to their wet mill which sometimes lies some 2 KM away. 2) The view entering Raul and Rusiya’s coffee farm.

Farm Lore

Raul and Rusiya are dedicated to specialty coffee production and have just planted a new section of Yellow Caturra, Bourbon, Maragogype, Pacamara, and Gran Colombia. Their parchment coffee is some of the cleanest and whitest I have seen throughout my time working in specialty coffee. Practically all of their parchment coffee remains sealed and intact due to their careful and slow drying process. Their lot was one of the easiest to process in the dry mill and required practically zero manual sorting. Usually each hand sorter can sort between 35-50 kilos per day, but with Raul and Rusiya’s lot the sorters averaged between 70 and 90 kilos per day, about double the normal speed.

I met Raul last year in a local agricultural fair and we visited both his and his mother-in-law’s farm. This year I spent quite a bit of time on the farm harvesting with the family. Together we travelled to visit all the interested local farmers and organized reunions to discuss quality coffee production.



Above Left to Right: 1) Pristinely prepared white parchment coffee, 2) Raul in his greenhouse and raised beds – gently drying coffee.

Jaime Ovalle and Felicia



Farm

| | |
|----------------------------------|--|
| <i>Location:</i> | Alto Canelon, Quellouno, La Convencion, Cusco, Peru |
| <i>Farm:</i> | Hanchiway |
| <i>Size:</i> | 3 Hectares (7.5 acres) |
| <i>Average Production:</i> | 40-60 “ Quintales ” (4,000-6000 lbs parchment coffee) |
| <i>Altitude:</i> | 1900-2000 meters (6235-6560 ft.) above sea level |
| <i>Varietals in Cultivation:</i> | Typica, Red Bourbon, Gran Colombia |

Farm Practices

- Machete and weed whacker for weeding farm
- Organic **fertilizers of “guano de isla”** and rich compost prepared with coffee cherry skins, guano from guinea pigs and chickens, phosphoric rocks, and decomposing organic matter.
- Every year after the harvest they selectively prune the old trees that show reduced production.

Terroir

| | |
|------------------|--|
| <i>Soil:</i> | Black loamy topsoil with high clay content |
| <i>Shade:</i> | Well managed shade of Pacay, Pisonay, Cedar, Pine, Leche Leche, Puka Puka, and other native trees. |
| <i>Sunshine:</i> | Direct sunlight from 6:30 AM to 3:30 PM |

Micro-lots (3)

| | |
|-------------------|---|
| <i>Varieties:</i> | 1) Typica, 2) Red Bourbon, 3) Red and Yellow Gran Colombia. |
| <i>Harvest</i> | June – August |
| <i>Process:</i> | Fully washed coffee processed on farm – De-pulped without water. Dry ferment 24 hours. |
| <i>Drying:</i> | Dried on raised beds under greenhouse for 10-15 days |

Micro-Lot Tasting Notes:

- 1) Floral aromatics with notes of peaches – sweet, fine acidity and yellow and red fruit flavors.
- 2) Floral aromatics – sweet cup, fine acidity with notes of mandarin oranges.
- 3) Rich vanilla aromatics – syrupy body, sweet flavors of mangoes, peaches.



Jaime standing next to his Bourbon plants at the beginning of the harvest season.

Farm Lore

Jaime and Felicia have one of the most pristine and well managed farms I have seen in my 4 years working in the region. Having returned to the farm this year I was struck by the absolutely stunning $\frac{3}{4}$ hectare plot of 5-year-old Bourbon trees. Their beautiful and equally exquisite tasting cherries indicated to me the tremendous potential of this micro-lot. Since Jaime and Felicia have begun to selectively harvest these varieties separately, I am able to offer from the same farm, 3 distinctly special and delicious coffees – each harvested and processed using the same techniques. The beautiful part is we are able to distinguish the difference in flavor based solely on variety – for everything else is the same – terroir, climate, harvest, depulping, fermentation, drying, and storage. All three micro-lots are extremely clean and well processed – their intrinsic flavors differ – some prefer the aromatic Typica, others the bright floral Bourbon, and others the syrupy sweet taste of the Gran Colombia. Aside from coffee, Jaime and Felicia also grow cherimoya, bananas, yuca, coca leaf, and taro root.



Above Left to Right: 1) Selective pruning – the young regrowth after pruning a coffee plant on Jaime’s farm. 2) An older regrowth.

Farm Lore

Jaime and Felicia both grew up on coffee farms. As children they were neighbors and their family members tell me they were always destined to be together – they used to walk to school together in their youth. Having grown up on coffee farms, they **can’t remember a time when they didn’t drink coffee.** As children they also planted and harvested coffee alongside their families.

Jorge Vergara and Natividad Ovalle



Farm

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|----------------------------------|--|
| <i>Location:</i> | Huaruruyoq, Quellouno, La Convencion, Cusco, Peru |
| <i>Farm:</i> | Señor De Huanca |
| <i>Size:</i> | 4.25 Hectares (10.5 acres) |
| <i>Average Production:</i> | 70 “ Quintales ” (7,000 lbs parchment coffee) |
| <i>Altitude:</i> | 1850-1900 meters (6070-6235 ft.) above sea level |
| <i>Varietals in Cultivation:</i> | Typica, Red and Yellow Caturra |

Farm Practices

- Machete and weed whacker for weeding farm
- Organic fertilizers of “guano de isla” and rich compost prepared** with coffee cherry skins, phosphorous rocks, boron, and decomposing organic matter.
- Selective pruning every year after the harvest.

Terroir

| | |
|------------------|---|
| <i>Soil:</i> | High clay content with abundant organic matter |
| <i>Shade:</i> | Pacay mono, Pisonay, Yanay, Leche Leche, Ojay, Cedar, Pine, and Native trees. |
| <i>Sunshine:</i> | Direct sunlight from 6:30 AM to 4:30 PM |

Micro-lot

| | |
|-------------------|---|
| <i>Varieties:</i> | Typica, Red and Yellow Caturra. |
| <i>Harvest</i> | June – August |
| <i>Process:</i> | Fully washed coffee processed on farm using disc depulper. Double ferment 36 hours total: 12-14 hours dry ferment, 24 hours submerged ferment. |
| <i>Drying:</i> | Dried on raised beds and on patio under greenhouse for 6-8 days |

Micro-Lot Tasting Notes:

Aromatics of ripe red berries – medium acidity, flavors of sugarcane, cacao nibs and dried fruit.

Farm Description

Jorge and Natividad were both born and raised in the region. When he was 25 years old Jorge purchased his own farm, following in the footsteps of his father with whom he worked the coffee harvest as a child. To plant his new farm, Jorge harvested seeds from the best Typica trees he could find and planted them directly in the ground – something virtually unheard of as almost all farmers now grow their seedling in bags. Certain sections of the wide extension of his farm are now slightly at peril due to landslides leading to the slow opening of the earth. Harvesting on his farm this year, one has to be **careful not to step in the hidden caves that are caused by this underground shift.** Jorge and Natividad's beautiful farm, as is true with all my partner farmers, is managed using strictly organic methods – as **Jorge proudly told me “Todo es natural de mi! Nada de químicos.” (Everything on my farm is natural! Nothing with chemicals).** They also harvest cherimoya, naranjas, lemons, banana, and corn.



Jorge harvesting his 20+ year old Typica trees

Farm Lore

Jorge and Natividad use a disc depulper, something a bit more uncommon in the region as almost all the farmers employ the use of rotating drum depulpers. The disc depulpers tend to leave the beans completely undamaged and **this is true of Jorge and Natividad's pristinely white parchment coffee.** This year upon visiting the region where they live, I collected about 20 samples of parchment coffee from different producers. After blind cupping the coffees I reached out to the farmers to share the results and talk about my buying decisions. Jorge was excited to hear about the high cupping score of his coffee results and promised to save the entire lot of high-quality coffee (from the middle section of the harvest) for me to cup and purchase. They are both excited about working together in the future and are now thrilled they can focus on the harvest and post-harvest processing without having to worry about searching for a market for their coffees.



Left to Right: 1) Incredibly delicious cherimoya fruit from Jorge's farm, 2) Jorge and Mateo on the farm

Vicente Pedraza and Ilda Gutierrez



Farm

| | |
|----------------------------------|--|
| <i>Location:</i> | Canelon, Quellouno, La Convencion, Cusco, Peru |
| <i>Farm:</i> | Tancarniyoc |
| <i>Size:</i> | 3.5 Hectares (8.65 acres) |
| <i>Average Production:</i> | 30-50 “ Quintales ” (3,000-5000 lbs parchment coffee) |
| <i>Altitude:</i> | 1850 meters (6070 ft.) above sea level |
| <i>Varietals in Cultivation:</i> | Typica |

Farm Practices

- Traditional k’tuchi tool for weeding farm.
- Organic fertilizers of “guano de isla”** and decomposing organic matter.
- Selective pruning every year to maintain production and harvest efficiency.

Terroir

| | |
|------------------|---|
| <i>Soil:</i> | High clay content with abundant organic matter |
| <i>Shade:</i> | Pacay mono, Pisonay, Leche Leche, and native trees. |
| <i>Sunshine:</i> | Direct sunlight from 5:45 AM to 3:00 PM |

Micro-lot

| | |
|-------------------|--|
| <i>Varieties:</i> | Typica |
| <i>Harvest</i> | June – August |
| <i>Process:</i> | Fully washed coffee processed on farm - 36 hours dry ferment |
| <i>Drying:</i> | Dried on raised beds under greenhouse for 5-8 days |

Micro-Lot Tasting Notes:

Aromatics of red berries and vanilla – medium acidity with flavors of lemon drops and panela.

Farm Description

Vicente and Ilda's farm receives the very first solar rays in the morning. Perfectly angled to capture the morning sunrays at a perpendicular angle, their farm produces the sweetest fruits and coffees. They are both hard working farmers who dedicate mostly to coffee production but also harvest pineapples, turmeric, annatto, cherimoya, naranjas, lemons, banana, and corn.

Farm Lore

Last year I tasted one lot of **Vicente and Ilda's coffee** they entered in a local cupping competition. I then **visited the farm, but it wasn't until this year that I was able to taste a larger portion of their coffee harvest.** I was pleased by the quality and have since visited the farm a number of times. When working on the farm of my other partner farmer, Raul, we often visit farms after the harvest and depulping of the coffee. **One night we arrived at about 8:00 in the pitch black to Vicente and Ilda's farm only to find Vicente turning the crank on the rotating depulping machine to finish pulping the day's harvest.** By hand-depulping Vicente ensures the delicate bean is not damaged. Both Vicente and Ilda are excited about a more stable future in which we can work together – for their gripes about the commercial agents and other private companies will no longer be a problem. They will be fairly compensated for their hard work on the farm and can now concentrate on continuing to perfect their harvest and post-harvest processing.



Beautiful view from Vicente and Ilda's farm.

Damian Huaman Ovalle



Farm

| | |
|----------------------------------|---|
| <i>Location:</i> | Tarkuyoq, Quellouno, La Convencion, Cusco, Peru |
| <i>Farm:</i> | Tancarniyoc |
| <i>Size:</i> | 2 Hectares, 1 hectare recently planted (5 acres) |
| <i>Average Production:</i> | 5-10 “ Quintales ” (500-1000 lbs parchment coffee) |
| <i>Altitude:</i> | 1850 meters (6070 ft.) above sea level |
| <i>Varietals in Cultivation:</i> | Typica |

Farm Practices

- Machete for weeding farm
- Compost, “**guano de isla**” and decomposing organic matter for fertilization.

Terroir

| | |
|------------------|--|
| <i>Soil:</i> | Rocky/clay soil with abundant organic matter |
| <i>Shade:</i> | Pacay and other native shade trees |
| <i>Sunshine:</i> | Direct sunlight from 6:30 AM to 3:30 PM |

Micro-lot

| | |
|-------------------|--|
| <i>Varieties:</i> | Typica |
| <i>Harvest</i> | August |
| <i>Process:</i> | Fully washed coffee processed on farm - 36 hours dry ferment |
| <i>Drying:</i> | Dried on raised beds under greenhouse for 5-8 days |

Micro-Lot Tasting Notes:

Aromatics of green tea and flowers – fine acidity with herbal flavors and dried fruits.

Farm Description

Damien owns a small farm in the little village of Tarkuyoq. All of his neighbors and members of Tarkuyoq are his family and they also produce coffee. He usually only produces between 5-10 quintales (500-1000 lbs) of parchment coffee, but has recently planted a new hectare of coffee. The farms on this side of the valley also receive the first solar rays in the morning and are perfectly pitched to harvest the golden rays that spread over the Quellouno valley and Yanatile river below.

Farm Lore

This extremely small nano-lot is a good example of the quality that I expect to see in the coming years from the families in Tarkuyoq. Most have exclusively old Typica tree stocks and have the necessary infrastructure to produce extremely clean, high quality coffees. I met with the farmers this year at the end of the season and they were extremely receptive to the idea of connecting more directly with coffee roasters that value their attention to detail and hard work. As usual with the reunions with farmers, they had many questions about how to improve quality – including specific questions regarding the fermentations and dryings of their coffees. Next year, we will organize a workshop at the beginning of the year to teach best practices with the hopes of working with more farmers and collecting a larger lot from the 7 farmers in the village.



Damian's humble house – "Bienvenidos a mi casa" - "Welcome to my house"

Gregorio Quispe Mamani and Vilma Huaman Huaman



Farm

| | |
|----------------------------|---|
| <i>Location:</i> | Estrella, Alto Mesada, Lacco Yavero, La Convencion, Cusco |
| <i>Farm:</i> | Palmerayoc |
| <i>Size:</i> | 2 Hectares (5 acres) |
| <i>Average Production:</i> | 15-20 “Quintales” (1,500-2,000 lbs parchment coffee) |
| <i>Altitude:</i> | 1800-1900 meters (5900 - 6235 ft.) above sea level |
| <i>Varietals:</i> | Typica, Yellow and Red Caturra, Mundo Novo |

Farming Practices

- Weeds farm manually with machete 3 times per year
- Has never used fertilizers on the coffee fields. In a semi-wild state, the land resembles a natural forest, its ground littered in organic matter – decomposing leaves, sticks, wood.
- Gregorio just purchased an adjacent farm with pure Mundo Novo trees. On this plot he will use a more managed farming approach while still using organic methods.

Terroir

| | |
|------------------|--|
| <i>Soil:</i> | Volcanic black soil rich in organic matter. |
| <i>Shade:</i> | Pacay Mono trees |
| <i>Sunshine:</i> | Direct sunlight from 8:00 AM to 5:00 PM. |
| <i>Climate:</i> | Gregorio’s farm is located in an extremely densely vegetated, humid, rainy zone. There is an active volcano a few kilometers from the farm. |

Micro-lot

Gregorio and his family realize an extremely selective harvest, only picking the ripest dark cherry colored fruit, leaving the “pinton” and lighter red fruits on the plants to further ripen. After a long day of harvesting, Gregorio and his family hand select their already beautifully ripe cherries to remove any slightly underripe fruits that may have remained. They then mill the coffee either by hand, foot, or hand-cranked de-pulper.

| | |
|-------------------|---|
| <i>Varietals:</i> | Typica, Yellow Caturra, Mundo Novo |
| <i>Harvest:</i> | June – August |
| <i>Process:</i> | De-pulped using various methods – by hand, by foot, by mechanical depulper. Fully washed coffee processed on farm - Double ferment 36 hours total: 12-14 hours dry ferment, 24 hours submerged ferment. |

Drying: Carefully dried on raised beds for 6-8 days at a thickness of about 3 cm. 1.25 inches – stirred 3-4 times daily to ensure more uniform drying.

Micro-Lot Tasting Notes

Aromas of milk chocolate and vanilla ice cream – bright acidity, notes of cherries and eucalyptus with creamy body and sweet finish.

Farm Description

Gregorio grew up working on farms in the mountains of Peru and came to live in his current house in the town of Estrella about 15 years ago. Gregorio and **Vilma's** farm is located about a 30-minute drive and then a 30 minute walk from his house by the Mapacho River. The steep, uneven dirt road is difficult **to navigate by motorcycle, the family's only form of transportation. During the coffee harvest Gregorio** lives on the farm in a very small and rustic shack. They recently purchased an adjacent coffee farm which has 1 hectare of Mundo Novo plants. They have also planted some 5,000 new coffee plants on the terrain that lies just above his existing coffee farm, including Yellow Typica and Yellow Caturra – seeds I brought him from Santa Teresa and the north of Peru respectively.

Outside the harvest season they periodically weed the coffee fields manually with a machete. On their other farm, closer to the river at 800 meters above sea level, Gregorio and Vilma grow many root crops. In local competitions they have won awards – this year Gregorio planted 18 varieties of taro root, 5 varieties of yucca, 5 varieties of peanuts, 8 varieties of sweet potato, ginger, turmeric, 2 varieties of raycacha, and 3 varieties of yacon. Gregorio and Vilma also recently planted 2 hectares of citrus fruits, cacao, and annatto plants.



Gregorio holding up a sack with his name which I gifted him from the 2016 export of his coffee.

Farm Description

Gregorio and Vilma are extremely excited to be connecting more directly with roasters and consumers in the US. They both work side by side their oldest son, Royer, who is also eagerly learning as much as he can about the world of specialty coffee. He harvests and processes the coffee with his parents and always excitedly awaits the results of the local coffee competitions. It is **Gregorio's** dream to someday visit the US not only to see the grand cities and tall buildings, but to meet the people who enjoy the beverage he painstakingly cultivates. Royer shares this vision with his father and one day hopes to produce the best coffee in Peru – he too would love to visit the US someday with his father. Gregorio and **Vilma's** goal as farmers is to provide for their children and allow them to have a more comfortable life. To send their meticulously produced coffee to the local town four hours away, Gregorio packs it into sealed plastic sacks and then into jute bags which ensures it does not degrade during the often times wet journey.



Left to Right: 1) Incredibly ripe harvest of Typica, Mundo Novo, Red and Yellow Caturra from Gregorio and Vilma's farm. 2) Pristine parchment coffee just beginning the drying process.

Gregorio is one of the most dedicated and driven farmers I have ever met. This year I had the pleasure to return to this remote region to visit with Gregorio and his family and harvest with him on his farm. I was extremely impressed by the quality and attention to detail throughout the entire process – it is **Gregorio's** goal to produce 90 point coffee someday!



Gregorio and his son Royer on a day we harvested coffee together this year.

Lacco Yavero Blend



Farms

| | |
|----------------------------------|---|
| <i>Location:</i> | Lacco Yavero, Quellouno, La Convencion, Cusco |
| <i>Campesinos:</i> | Alejo Quispe (37%), Mario Fuentes Zuniga (27%), Santiago Alvarez Dueñas (9%), Carlos Silva Hualpallunca (9%), Alan Marmanillo (9%), Gregorio Aguilar Ovalle (9%). |
| <i>Farms:</i> | Various |
| <i>Ave Size of Farm:</i> | 2.5 hectares (6 acres) |
| <i>Average Production/Farm:</i> | 25 “ Quintales ” (2,500 lbs parchment coffee) |
| <i>Altitude:</i> | 1500-1950 meters (4920 - 6400 ft.) above sea level |
| <i>Varietals in Cultivation:</i> | Typica, Mundo Novo, Bourbon, Caturra, Catimor, Maragogype |

Farming Practices

- Weed with **k’tuchi**, machete, and mechanical weed whacker.
- Organic compost prepared on farm with coffee cherry skins, guano de isla, phosphoric rocks, and decomposing organic matter.

Terroir

| | |
|------------------|---|
| <i>Soil:</i> | Extremely moist fertile dark loamy soil – some volcanic soils |
| <i>Shade:</i> | Pacay, and native shade trees. |
| <i>Sunshine:</i> | Direct sunlight from 6:00 AM to 5:00 PM |

Micro-lot

| | |
|-------------------|---|
| <i>Varietals:</i> | Typica, Mundo Novo, Bourbon, Caturra, Catimior, Maragogype |
| <i>Harvest:</i> | June – August |
| <i>Process:</i> | Fully washed coffee processed on farm – Dry Ferment 16-24 hours |
| <i>Drying:</i> | Dried on raised beds under greenhouse for 6-8 days |

Micro-Lot Tasting Notes

Aromas of sugarcane, floral citrus, and toasted cereals – bright, pronounced acidity nicely balanced with sweetness of honey and sugarcane juice.

Farm Descriptions

This region is extremely remote and isolated. From the nearest small town of Estrella the farms lie in distant corners of the valley including the small town of Nueva Luz and Alto Mesada. One needs to travel between one and two hours by motorcycle down extremely rustic rocky dirt roads to arrive to the farms. The town of Estrella itself is a 4 hour drive from the capital of the District, Quellouno. From the **region's capital city of Cusco, Quellouno is about a 6-7 hour drive** barring any mudslides or swollen rivers. An **interesting notion to think about is the idea that we're closer to the fabled city of Cusco, the capital of these farmers' state, than they themselves are.** In two flights from Boston or New York we can arrive to Cusco in just about 10-12 hours, whereas it will take these farmers at the very least 12 hours if not most likely longer to arrive to Cusco.

The remote region in which these farmers live is extremely tropical: hot, humid, and very densely vegetated. They are located on the slopes of the Mapacho River which winds deep into the Amazon jungle. If you are to walk down from the farms toward this river you are likely to encounter wild animals **and when you make your way to the riverbanks you'll arrive right in the Amazon Jungle.** Due to the dense humid weather this zone reminds me more of the farms in the north of Peru near Cajamarca and of those in Colombia – the only difference is that the extreme isolation means large portions of the mountainsides are virgin jungles, unlike the bald mountainsides growing monocultures of coffee in the aforementioned regions.



View of the densely vegetated valley from the sector of Nueva Luz in Lacco Yavero.

Farm Lore

This micro-lot is from a group of farmers who are beginning to form a small association focusing on production of specialty coffee. I'm excited to visit more of these farmers in the coming years as some absolutely stunning coffee has started to emerge from this region, including some from these farmers.



Above: Mario Fuentes and his wife on their farm

Below: Mario Fuentes showing me his Mundo Novo trees towards the end of the harvest season



Micro-Lot Peaberry

At the dry mill we collected all the beans screen size 15 and below. Using another special screen, we separated the peaberries, sent them through the gravimetric machine and then carefully hand sorted the lot to remove any defects and ensure purity.

Micro-Lot Tasting Notes:

Fragrant floral and fruity aromas of cherries and lemongrass – fine acidity, silky body, and flavor notes of ripe fruit, wildflower honey, and caramel.



*Left to Right Above: 1) The screen used to separate peaberries. 2) 100% Peaberry!
Below: Mateo and Raul hand sorting peaberries.*



Micro-Lot Screen 15

From the dry mill we collected all the beans screen size 15 and below. After sorting out the peaberries we passed the remaining coffee through the gravimetric density sorter 4-5 times. What resulted is a lot of smaller dense beans comprised of coffee from all of my partner farmers.



Gravity sorting machine separating beans based on weight and density.

Micro-Lot Tasting Notes:

Very aromatic raspberry and vanilla notes - medium acidity, juicy body, flavors of fruit loops and red cherry.



Selected screen size 15 coffee beans

Contact

campesinomateo@gmail.com

617 840 2497

Pricing List

| Micro-Lot | # bags* (50 kg ea.) 110 lbs. | Price Per Lb. | Price Per Bag (50 kg or 110 lbs.) |
|-------------------------|------------------------------------|---------------|--------------------------------------|
| Pablo and Jesusa Lot 1 | 9 | \$ 5.20 | \$ 572.00 |
| Pablo and Jesusa Lot 2 | 1 | \$ 4.85 | \$ 533.50 |
| Narciso and Dorotea | 5 | \$ 4.65 | \$ 511.50 |
| Eusebio and Ilda Lot 1 | 2 | \$ 5.35 | \$ 588.50 |
| Eusebio and Ilda Lot 2 | 1 | \$ 4.75 | \$ 522.50 |
| Eusebio and Ilda Lot 3 | 3 | \$ 5.25 | \$ 577.50 |
| Aide and Marco Lot 1 | 1 | \$ 4.85 | \$ 533.50 |
| Aide and Marco Lot 2 | 1 | \$ 4.70 | \$ 517.00 |
| Mesias Ibarra | 17 | \$ 4.75 | \$ 522.50 |
| Tomas and Carlota Lot 1 | 16 | \$ 4.65 | \$ 511.50 |
| Tomas and Carlota Lot 2 | 1 | \$ 5.25 | \$ 577.50 |
| Raul and Rusiya | 8 | \$ 4.65 | \$ 511.50 |
| Jaime and Felicia Lot 1 | 5 | \$ 5.15 | \$ 566.50 |
| Jaime and Felicia Lot 2 | 4 | \$ 5.25 | \$ 577.50 |
| Jaime and Felicia Lot 3 | 1 | \$ 5.15 | \$ 566.50 |
| Jorge and Natividad | 9 | \$ 4.55 | \$ 500.50 |
| Vicente and Ilda | 5 | \$ 4.35 | \$ 478.50 |
| Damian Huaman | 1 | \$ 4.45 | \$ 489.50 |
| Gregorio Quispe Mamani | 8 | \$ 4.95 | \$ 544.50 |
| Lacco Yavero Blend | 8 | \$ 4.75 | \$ 522.50 |
| Peaberry | 5 | \$ 5.40 | \$ 594.00 |
| Screen 15 | 9 | \$ 4.95 | \$ 544.50 |

*All of the coffee is packed in hermetically sealed grain-pro bags and jute sacks.