



Campesino Mateo 2016 Micro-Lots



Campesino Mateo



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Dry Mill Processing

The coffee was processed at a small dry-mill in the city of Quillabamba (*Kee-ya-bam-ba*) in the Department of Cusco. It was processed in a small dry-mill, screened for size, passed through a gravimetric table to separate densities, and was ultimately hand-selected 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. In larger mills micro-lots are harder to process as well as difficult to ensure purity, because both the dry mill itself (the machine that removes the parchment) and the large ducts that bring coffee from one machine to another can retain large amounts of residual beans from the previous milling.



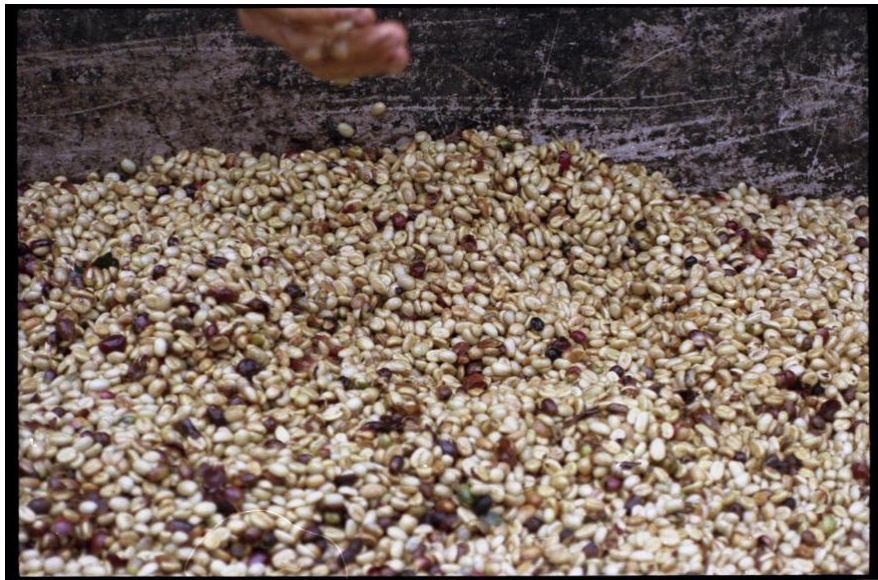
Coffee Quality

I have cupped all the coffee with Edwin Quea Paco, a Q-Grader and one of the most respected cuppers in Peru. We cupped the coffee just prior to its departure from Peru. Within each farmer profile that follows I include a short sensorial description of what I captured in my analysis. I have samples and will be happy to arrange cuppings for those interested.



Certifications?

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 direct trade relationship ensures that there are strong incentives for farmers to use organic practices and 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 or a traditional tool (called "k'ituchi" in the indigenous language of Quechua) to weed and clean around their coffee trees. Some now use mechanical weed whackers. Most fertilize their lands between two and four times a year with "guano de la isla", a very high quality organic fertilizer derived from birds off the coast of Peru. They prepare compost with the rotting coffee cherry skins and other residual organic matter from the farm and the kitchen. Some also use local guano from guinea pigs, chickens, and/or livestock. The coffee grows in diverse shaded ecosystems alongside trees such as pacay, pine, avocado, mango, and others, that provide refuge for birds and wild animals. By working and living directly with our partner farmers I guarantee that traditional farming practices are upheld and pay a premium for coffee 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.

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, paying them well above the local market price. Assuming an average loss in weight of about 30% during the dry milling process, the average price per pound my partner farmers received for green coffee was 6.00 soles or about \$1.80 per pound. Some received upwards of \$2.10 per pound for their exceptional lots of green coffee. This is markedly higher compensation compared to the \$1.40 per pound of green coffee they would have received through local channels, which often carries a Fair-Trade Organic premium. My sincere opinion is that direct and transparent trade guarantees quality and is the most beneficial model for farmers and consumers alike.



Pablo Champi



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, 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>	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-lot

<i>Varietals:</i>	Red and Yellow Bourbon, Red and Yellow Caturra, Red Typica. Pablo selectively harvested his Catimor apart from the higher quality varieties of Bourbon, Caturra and Typica and it is not included in this micro-lot. This year's offering is coffee from the mid-section of the year's harvest (the second and third passes of the trees).
<i>Harvest:</i>	June – August
<i>Process:</i>	Fully washed coffee processed on farm - Dry Ferment 24 hours
<i>Drying:</i>	Patio dried 4-5 days

Micro-Lot Tasting Notes

Very aromatic raspberry citrus fruits. Bright acidity balanced with sweetness and notes of honey, dried cherries and figs.

Farm Description

Pablo's farm is 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 at Pablo's picturesque farm. Entering the property slowly is important as some 5 large dogs mark your arrival, making your presence known to Pablo and his wife. 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, sloped landscape, and partial shade provide a perfect environment for slow ripening of fruit. The beautiful coffee plants are well managed and are carefully pruned after the harvest each year. Aside from coffee, Pablo also has many avocado trees, a section of trellised passionfruits, bananas scattered throughout the farm, some citrus fruits, a small vegetable plot, guinea pigs and chickens.

Farm Lore

Pablo settled on the land in the late 1970's and first planted coffee there in the 1980s. His neighbors are his 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's farm served as an evacuation and rescue point where many people lived for some time.



Narciso Ninawilka



Farm

<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>	2100 meters (6890 ft.) above sea level
<i>Varietals:</i>	Typica, Red and Yellow Bourbon, Catimor

Farming Practices

- K'ituchi for weeding farm
- Small amount of fertilization with farm animal manure (guinea pig and chickens)

Terroir

<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

<i>Varietals:</i>	Mostly Red Typica, with some Yellow and Red Bourbon. This year Narciso selectively harvested his Catimor apart from the higher quality varieties of Typica and Bourbon and it is not included in this micro-lot. This year's offering is coffee from the mid-section of the year's harvest (the second and third harvests of the trees).
<i>Harvest:</i>	June – August
<i>Process:</i>	Fully washed coffee processed on farm - Dry Ferment 24-36 hours
<i>Drying:</i>	Patio dried 4-5 days

Micro-Lot Tasting Notes

Aromatic with notes of cinnamon, clove, and dark chocolate. Medium acidity, creamy body with dried fruits and caramel sweetness.

Farm Description

Narciso is a hard-working farmer who lives alone with his wife. Not atypical of the rural life in modern Peru, Narciso and his wife Doroteo 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. Narciso's farm is located amongst many other farms in the town. Roya has been steadily advancing and this year hit his farm. Many of the old Typica trees of 20+ years were reduced to sticks with little or no foliage. The trees located in the shade fared better and Narciso was able to realize an average harvest. The young 4-5 year old Red Bourbon trees are approaching full production and seem to be slightly more resistant to the devastating Roya. This year I've purchased just the Typica and Yellow and Red Bourbon, but I'm interested to see how the recently planted and hardier Catimor varietals will produce in the coming years. Aside from coffee, Narciso also has avocado trees, a section of taro root and yucca, corn, banana trees, tomatoes, spicy peppers, guinea pigs and chickens.

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 barely escaped with his wife and was left with nothing but the clothes he was wearing. He rebuilt his house further away from the river in higher altitude and has lived there ever since.



Gregorio Quispe Mamani



Farm

<i>Location:</i>	Estrella, Alta Mesada, Lacco Yavero, Quellouno, 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 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.

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

This micro-lot is very special for a number of reasons. Gregorio prepared this micro-lot specifically for the local, regional, and national coffee awards. He won over 10,000 Peruvian soles (approximately \$3,000) worth of awards from his labor this year. Gregorio and his family realized 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 began peeling each and every coffee cherry by hand at around 6:00 PM. They would finish at around 3:00 or 4:00 in the morning! This arduous processing method is unheard of elsewhere and ensures that the delicate embryo of the coffee bean remains undamaged. Other processing techniques may result in the death or injury of the embryo from the use of the metal milling machines. Gregorio's unique milling method also ensures no cherry skins enter the fermentation tank, guaranteeing an extremely clean fermentation. This coffee scored higher than the rest of the lots Gregorio prepared using a small hand-crank wet mill. Gregorio learned about this laborious post-harvest processing method while visiting the farm of a famous producer, Wilson Sucaticona, in the region of Puno.

<i>Varietals:</i>	Typica, Yellow Caturra, Mundo Novo
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Harvest: June – August
Process: De-pulped by hand. Fully washed coffee processed on farm - Dry Covered ferment 12-14 hours
Drying: Carefully dried on raised beds for 5-7 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

Very aromatic milk chocolate and vanilla ice cream. Bright acidity, notes of cherries and red fruits with creamy body and very 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. His farm is located about a 30-minute drive and 30 minute walk from his house by the Mapacho River. The steep, uneven dirt road is tough 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. Outside the harvest season he periodically weeds the coffee fields manually with a machete. On his other farm, closer to the river at 800 meters above sea level, Gregorio also grows many root crops. He has won awards for them and this year he planted 18 varieties of taro root, 5 varieties of yucca, 3 varieties of peanuts, 8 varieties of sweet potato, ginger, turmeric, 2 varieties of raycacha, and 3 varieties of yacon. He plans to plant all 30 varieties of yacon this coming year. Gregorio also recently planted 1 hectare of cacao.

Farm Lore

Gregorio is extremely excited to be working more directly with roasters and consumers in the US. It is his dream someday to visit the US not only to see the grand cities and tall buildings, but to meet with the people who enjoy the beverage he painstakingly cultivates. His goal as a farmer is to provide for his children and allow them to have a more comfortable life. To send his meticulously produced coffee to the local town four hours away, Gregorio packs his it into sealed plastic sacks and then into jute bags which ensures it does not degrade during the long and often times wet journey.



Mario Fuentes Zuniga



Farm

<i>Location:</i>	Sector Nueva Luz, Lacco Yavero, Quellouno, La Convencion, Cusco
<i>Farm:</i>	Agua Dulce Santa Rosa
<i>Size:</i>	10 hectares (24.5 acres) in total, 3 hectares (7.5 acres) in production
<i>Average Production:</i>	20 “Quintales” (2,000 lbs parchment coffee)
<i>Altitude:</i>	1600-1700 meters (5250 - 5575 ft.) above sea level
<i>Varietals in Cultivation:</i>	Typica, Mundo Novo, Catimor

Farming Practices

- Weeds farm manually with machete
- Organic compost prepared on farm with coffee cherry skins

Terroir

<i>Soil:</i>	Fertile dark loamy soil
<i>Shade:</i>	Pacay mono shade trees
<i>Sunshine:</i>	Direct sunlight from 6:00 AM to 6:00 PM

Micro-lot

<i>Varietals:</i>	This small micro-lot from Mario’s farm is comprised of only Typica and Mundo Novo, both of which originate from young and vibrant 8-year-old trees. Mario entered these two sacks of coffee into a cupping competition and achieved one of the best scores in the entire region.
<i>Harvest:</i>	June – August
<i>Process:</i>	Fully washed coffee processed on farm – Dry Ferment 12 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 and pronounced acidity nicely balanced with sweetness of honey and sugarcane juice.

Farm Description

Mario's farm is extremely remote and isolated. From the nearest small town of Estrella he needs to travel 5-6 hours by foot or one and a half hours by motorcycle down dirt roads to arrive home. 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 Mario's state, than he himself. In two flights from Boston or New York we can arrive to Cusco in just about 10 hours, whereas it will take Mario at the very least 12 hours.

The remote region in which Mario lives is extremely tropical: hot, humid, and very densely vegetated. It is located just up the mountain from the Mapacho River which winds deep into the Amazon jungle. If you are to walk down from Mario's farm 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.

Farm Lore

Mario's five sons and daughters all live away from their parents' farm and two are currently attending University. Mario told me the following; "Para ellos yo trabajo. Para ellos tengo que sacrificarme." (For them I work. For them I need to sacrifice myself). Mario's dedication and simple lifestyle leave no room for luxuries. Aside from coffee, Mario also grows corn, yucca, taro root, and has recently planted cacao trees.

This year Mario entered his coffee into a regional competition for the first time. There were hundreds of entries from the Department of Cusco and he was thrilled to win second place. He's very excited about the possibility of continuing to work together next year and provide a greater quantity of coffee at this level of quality.



Daniel Camacho Tevez



Farm

Location: Hatunpampa, Quellouno, La Convencion, Cusco
Farm: Marañillo
Size: 18 hectares (44.5 acres) in total (mostly wild forests), about 2 hectares (5 acres) dedicated solely to coffee production
Average Production: 40 “Quintales” (4,000 lbs parchment coffee)
Altitude: 1875-1950 meters (6150 - 6400 ft.) above sea level
Varietals in Cultivation: Typica, Yellow and Red Caturra, Yellow and Red Bourbon, Maragogype, Catimor.

Farming Practices:

-Weeds using machete twice each year
-Organic fertilizers of “guano de isla”, and rich organic compost prepared on his farm with coffee cherry skins, yucca husks, cut-up banana stems, and decomposing organic matter.

Terroir

Soil: Rich black loamy topsoil with some clay
Shade: Pacay mono and pine trees
Wind: At mid-day the wind is quite strong; it sweeps over the ridge of the mountain from the neighboring valley of Chirumbia and hits Daniel’s farm with great force.
Sunshine: Direct sunlight from 9:00 AM to 3:00 PM
Temperature: The strong winds cause the temperature to drastically drop at night.

Micro-lot

Varietals: Typica, Red and Yellow Bourbon, Red and Yellow Caturra, Catimor, and some Maragogype. I was able to select the best lots this year from Daniel’s farm: coffee from the mid-section of the year’s harvest (the second and third harvests of the trees) composed of about 55% Typica with the remaining 45% from the other varietals.
Harvest: June – August
Process: Fully washed coffee processed on farm - Dry Ferment 18 hours – 6:00 PM to 11:00 AM. Daniel uses a small motor-powered wet mill which he deliberately sets to a slower pace in order to ensure minimal damage to the delicate coffee beans. Daniel washes his coffee and uses a water channel to separate the densest beans. These more aromatic and

flavorful beans are then dried and stored separately.

Drying:

Dried on raised beds for 5-6 days with a thickness of about 4-5 cm, moved frequently throughout the day. Daniel covers the coffee at night with a plastic tarp to protect against moisture from the morning dew.

Micro-Lot Tasting Notes

Aromas of spices and dried fruits with fresh pine wood scent. Extremely sweet with notes of honey and sugarcane balanced with bright acidity and very juicy body.

Farm Description

Daniel's farm is the highest farm located on his side of the Valley of Quellouno. The farm rests on one side of the crest that separates this valley from the Chirumbia Valley. There are some beautiful panoramic views from Daniel's farm, as you can see numerous other surrounding valleys from the mountaintop. Besides coffee, Daniel grows yucca, taro root, corn and bananas for personal consumption. Coffee represents the vast majority of his income.

Farm Lore

Daniel grew up on the same farm he owns today. He told me, "Antes trabajabamos mas rústicamente, ahora mas tecnificada" (In the past we worked more rustically and now we're working more technically). A farmer with a lot of drive, passion, and interest in always improving his product, Daniel recently planted seedlings of Yellow Bourbon and he is highly motivated to connect more directly with end consumers. He is receptive to working together to experiment with different styles of fermentations, such as double fermentation (a technique used in Kenya), as well as submerged fermentations. One of his sons, who heard me present a workshop on a farm in Santa Teresa on improving quality, recently purchased the adjoining farm. "Seguro hara mejor que yo!" (Surely he will do it better than me!) Daniel told me.



Raul Gutierrez and Rusiya Ovalle, Carlota Serrana and Tomas Ovalle



Farm

<i>Location:</i>	Canelon Alta, Quellouno, La Convencion, Cusco
<i>Farms:</i>	CieloPONKUYOQ, Manayoc, Pomelochayoc, Naranjaychayoc, Tarkuyoc
<i>Size:</i>	About 5 Hectares (12.5 acres) in total
<i>Average Production:</i>	60 "Quintales" (5,000 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 Yellow, Catimor (Gran Colombia hybrid), Red and Yellow Catimor, Maragogype

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 other native trees, recently planted pine trees.
<i>Sunshine:</i>	Direct sunlight from 7:00 AM to 3:30 PM
<i>Climate:</i>	This side of the Quellouno Valley is quite dry compared to other zones in the region. Some micro-climates on this side of the valley, however, do experience more rain and humidity and one of Raul and Rusiya's farms 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*Varietals:*

Red and Yellow Bourbon, Red and Yellow Caturra, Typica, Catimor, Maragogype. I've selected the best lots this year from the family's farms. They are made up of about 500 pounds of parchment from Raul and Rusiya's farm and another 400 pounds of parchment from Carlota and Tomas's farm. Generally, on this side of the valley the soil has a high clay and sand content with topsoil varying from farm to farm, but the specific farms comprising this micro-lot have a higher content of black and loamy soil.

Harvest:

June – August

Process:

Fully washed coffee processed on farm - Dry ferment 12-14 hours

Drying:

Dried on raised beds under greenhouse for 5-7 days

Micro-Lot Tasting Notes

Very aromatic notes of papaya, cacao and honey. Mild acidity, creamy body, chocolate and minty flavors.

Farm Description

Carlota and Tomas's daughter Rusiya lives with her husband Raul on one of the family's plots of land, the highest in the region of Canelon. 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.

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

Farm Lore

Carlota and her husband 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 system. 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" (owners of the "hacienda") 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.

Denis Gonzalez



Farm

<i>Location:</i>	Alto Pabellon, Quellouno, La Convencion, Cusco, Peru
<i>Farm:</i>	Monterico
<i>Size:</i>	12 Hectares (30 acres)
<i>Average Production:</i>	250 "Quintales" (25,000 lbs parchment coffee)
<i>Altitude:</i>	1800-1850 meters (5900-6070 ft.) above sea level
<i>Varietals in Cultivation:</i>	Typica, Pache, Red and Yellow Bourbon, Red and Yellow Catimor, Gran Colombia (Catimor hybrid)

Farm Practices

- Machete and weed whacker for weeding farm
- Organic fertilizers of "guano de isla" and rich compost prepared with coffee cherry skins, cut-up banana stems, and decomposing organic matter.

Terroir

<i>Soil:</i>	Black loamy topsoil rich with organic matter
<i>Shade:</i>	Well managed shade of Pacay and native trees including recently planted pine trees.
<i>Sunshine:</i>	Direct sunlight from 7:00 AM to 4:00 PM

Micro-lot

<i>Varieties:</i>	Typica, Pache, Red and Yellow Bourbon, Red and Yellow Catimor. Denis selectively harvested this micro-lot apart from the rest of the coffee he prepared this year. After separately cupping 15 bags (150lbs parchment each) I selected the highest quality coffees that were extremely clean and displayed the farm's terroir.
<i>Harvest</i>	June – August
<i>Process:</i>	Fully washed coffee processed on farm using water channel to separate densities. Dry Ferment 18-24 hours depending on prevailing weather conditions.
<i>Drying:</i>	First day dried under sun on patio, then brought to greenhouse to dry on raised beds for an additional 5-7 days

Micro-Lot Tasting Notes:

Aromatics of chocolate and vanilla. Mild acidity with herbal notes, light body and balanced sweetness.

Farm Description

This is a second-generation family farm. The family has always used organic practices and the impressive compost mounds speak volumes about their insistence on growing sustainably. Roya (coffee leaf rust) has started to take hold in the region. Denis is working on organic and sustainable methods to control the fungus but is also interested in planting disease resistant varieties to ensure his farm will continue producing coffee. His family has won several local and regional coffee awards and they are excited to continue to improve their processing to further increase cup quality.

Farm Lore

Denis is one of the largest producers in the region. His goal is to reach 400 “quintales” within the next five years. To achieve his goal Denis has planted new sections with the “Gran Colombia” variety, a high-yielding and disease resistant hybrid Catimor from Colombia. We will continue working together to separate and test the quality of these individual varieties to find which ones produce the best quality coffee.



Benigno Raymi Grande



Farm

Location: Huaynapata, Lacco Zona 1, Quellouno/Yanatile, Cusco, Peru
Farm: Mesapata
Size: 21 hectares (52 acres) in total, 2 hectares (5 acres) of coffee
Average Production: 60 “Quintales” (6,000 lbs parchment coffee)
Altitude: 2100 meters (6890 ft.) above sea level
Varietals in Production: Red Bourbon, Red Caturra, Mundo Novo, Catimor, Maragogype

Farming Practices

-K’ituchi and machete for weeding farm
-Organic fertilizers of “guano de isla”, manure from guinea pigs, and fertilizers of compost from coffee cherry pulp

Terroir

Soil: Clay loam with high organic content
Shade: Native Trees, Pacay Trees, New Plantation of Pine Trees
Sunshine: Direct sunlight from 5:30 AM to 3:30 PM
Temperature: Very hot and oppressive during the day, extremely cold at night
Wind: Strong winds throughout the day and night
Rain: Very rainy especially in December and January

Micro-Lot - 4 bags 60 kg each (132 lbs)

Varietals: Red Bourbon, Mundo Novo
Harvest: June – September
Process: Fully washed coffee processed on farm - Wet Ferment Under Water 18-20 hours
Drying: 5-8 days on raised beds under greenhouse

Farm Description

Benigno moved to his current farm in 2011. He grew up farming coffee and previously lived in a more centrally located valley where he had a plantation of Red Caturra. His current farm is extremely remote and has no electricity or cell service. His nearest neighbor is more than an hour walk away. Benigno harvests and processes his entire plantation's coffee with just his family. His wife rises at 3:30 every morning to start the day and begin cooking breakfast. Benigno wakes shortly after to begin the arduous task of farming his land. When he first moved to the land about five years ago, Benigno built his house and quickly began converting this wild land into a home. Partially due to the isolation and infrequency of transportation, Benigno grows much of his own food including corn, yuca, taro root, hot and bell peppers, cucumbers, green peas, cabbage, lettuce, sweet potatoes, pumpkins, squash, tomatoes, chickens, ducks, and guinea pigs.

Farm Lore

Benigno's farm is located in the midst of a wild cloud forest which lies on the edge of the protected Manu National Reserve. Many told Benigno coffee would not grow on his land due to the low nighttime temperature. Benigno has seen many wild bears that often feast on the sweet corn he plants. Large wild monkeys and numerous birds including the stunning Peruvian national bird "Tunki" and falcons live within the wild forest that surrounds Benigno's farm. His best friend and fellow coffee farmer German convinced him to improve upon his quality and enter coffee into competition this year. Benigno finished within the top 10 of the best coffees in all of Peru.

When Benigno saw Coffee Leaf Rust (Roya) start to attack some of his trees this year he set the sprinklers to spray his fields. The water caused the infected leaves to fall which effectively killed the transmission of the potentially devastating fungal disease.



Rafael Tupaq Yupanqui Vargas



Farm

<i>Location:</i>	Empalme, Yavero Chico, Chapo, Quellouno, Cusco, Peru
<i>Name:</i>	Arrienda Santa Elena
<i>Size:</i>	4 Hectares (10 acres)
<i>Average Production:</i>	40 "Quintales" (4,000 lbs parchment coffee)
<i>Altitude:</i>	2100 meters (6890 ft.) above sea level
<i>Varietals in Production:</i>	Red Bourbon, Mundo Novo, Catimor

Farming Practices

- Uses traditional hand-held curved tool "K'ituchi" for first weeding of farm in August. The second weeding right before harvest is carried out with machete.
- Organic fertilizers of "guano de isla", phosphoric rock, and compost made from manure and coffee cherry pulp.

Terroir

<i>Soil:</i>	Sandy loam with abundance of organic matter - water retentive.
<i>Shade:</i>	Native trees, pacay, new plantation of pine trees.
<i>Cover Crop:</i>	Wild strawberries provide soil cover within the coffee plantation.
<i>Sunshine:</i>	Direct sunlight from 7:30 AM to 5:00 PM
<i>Temperature:</i>	Very low nighttime temperature
<i>Rain:</i>	Rains almost all year round in comparison to the rest of the region where there is a prolonged dry season. At many times the farm is shrouded in fog.

Micro-Lot - 3 bags 60 kgs each (132 lbs)

<i>Varietals:</i>	Red Bourbon, Mundo Novo
<i>Harvest:</i>	July - August 2016
<i>Process:</i>	Fully washed coffee processed on farm. Dry Ferment 12 -15 hour
<i>Drying:</i>	5-8 days on raised beds, finished under sun on patio

Farm Description:

Rafael's farm is located in an extremely isolated valley of Quellouno. His farm lies at the top of a hill at one of the highest altitudes of any farm in the area. The wild strawberries that cover the ground below his coffee trees seems to make their way into his fruit-forward bright coffee. Rafael has one acre of Pine trees and a small fish farm where he raises the local pache and paco species. Rafael owns cows and also plants yuca, taro root, avocados, potatoes, corn, and apples. The fact that Rafael grows apples is a testament to the high altitudes and cold nights that enable this cold-weather fruit to thrive.

Farm Lore

This was the first time Rafael entered his coffee into any competition. Until this year he had no idea how good his coffee truly was. After winning many local awards, Rafael finished with the 6th best coffee in all of Peru this year, coming just a few fractions of a point away from 3rd place. Rafael has 13 children, many of which own adjacent farms to his own. A very humble man, Rafael is excited to further improve upon quality in the coming years. In the past,



Micro-Lot Blend

A combination of coffee from the lots of Daniel Camacho Tevez, Mario Fuentes Zuniga, and Pablo Champi. This crafted blend combines the fruitiness and sweetness of the three and is balanced with a nice acidic snap.

Micro-Lot Tasting Notes:

Very aromatic floral notes with aromas of molasses and honey. Medium body with bright acidity balanced with sweet notes of peaches, green apples, and pears.

Micro-Lot Peaberry

At the dry mill we collected all the beans screen size 15 and below. Using another special screen designed to sort peaberries we separated them and carefully hand sorted the lot to remove any defects and ensure purity.

Micro-Lot Tasting Notes:

Fragrant floral and fruity aromas of cherries and chocolate. Bright acidity, creamy body, and flavor notes of ripe fruit, grapes, and bittersweet chocolate.

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 several times. What resulted is a very high quality and high-density lot of smaller beans comprised of coffee from all of my partner farmers.

Micro-Lot Tasting Notes:

Very aromatic dried figs, cacao and honey notes. Medium acidity, juicy body, and delicate floral flavors with sweet notes of dried fruits and wildflower honey.

Contact

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Pricing List

Micro-Lot	# bags* (50 kg ea.)	Price Per Lb.	Price Per Bag (50 kg or 110 lbs)
Pablo Champi	7	\$ 5.35	\$ 588.5
Narciso Ninawilka	7	\$ 4.25	\$ 467.5
Gregorio Quispe Mamani	4	\$ 4.95	\$ 544.5
Mario Fuentes Zuniga	1	\$ 4.95	\$ 544.5
Daniel Camacho Tevez	4	\$ 4.95	\$ 544.5
Raul y Carlota	6	\$ 4.45	\$ 489.5
Denis Gonzales	4	\$ 4.25	\$ 467.5
Benigno Raymi Grande	4 (60 kg ea.)	\$6.80	\$ 897.6 (60 kg)
Rafael Tupq Yupanqui Vargas	3 (60 kg ea.)	\$7.00	\$ 924 (60 kg)
Blend	1	\$ 4.70	\$ 517
Peaberry	1	\$ 5.30	\$ 583
Screen 15	1	\$ 4.20	\$ 462

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