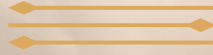


# HILLS



5,700 Total Farmers

KAYANZA and MURAMVYA PROVINCES



HEZA, BUKEYE, AND NINGA WASHING STATIONS

**PROCESSING DETAILS** Though less glamorous than our micro-lot quality offerings, in many ways, our Hills quality lots hold a very special place in our hearts. These lots represent Long Miles, even Burundi, as a whole in a way that a micro-lot from a very specific geographical area cannot. The Hills quality lots are comprised of coffees from a number of different origins; both literally (many Hills per lot) and in terms of stages of coffee processing.

Every single day lot that is processed at one of our three washing stations is carefully monitored for physical and sensorial quality. As most day lots are too small for export on their own, many are bulked together to produce a single, exportable lot of coffee that we refer to as a micro-lot. Blending of lots is primarily based on two criteria: the Hill that the cherry came from and how well dried the coffee was. Once a lot has been constructed, it is sent to the Dry Mill.

At the Dry Mill, the coffee passes through a number of machines designed to grade the coffee by size, density, and color. For micro-lot quality coffee, only the absolute highest quality coffee is accepted. The coffee that is just below this, however, is still very good quality and in part makes up our Hills quality coffee.

In addition to the coffee that fell just below micro-lot quality at the Dry Mill, another portion of the coffee that makes up our Hills quality comes from Cherry B. When coffee cherry is delivered to our Washing Stations, farmers are asked to separate their cherry into Cherry A (perfectly ripe) and Cherry B (slightly under and/or over-ripe coffee cherries). Cherry A and B are processed separately, but both are treated with the same level of care.

When Cherry B is delivered to the Dry Mill it is bulked together and milled as one lot. Just as when a micro-lot is milled, the coffee passes through density, size, and color sorting equipment. The highest quality from this Dry Mill run is also included in the Hills quality lots.

Finally, any micro-lot that has been milled and is not cupping 86+ according to our QC team, is bulked into Hills quality coffee.

These lots are advertised as 84-85 point quality coffee, but very frequently, the final product is greater than the sum of its parts. It is not at all uncommon for the Hills lots to score 86. While these lots are never as nuanced as our micro-lots, they frequently possess a delightful level of sweetness and strong Burundi character (think black tea, molasses, raisin, and dried apricot), that make them perfect for a blend component or an affordable single origin offering.

Some Hills lots are traceable to one Washing Station while others combine lots from two or three washing stations. This means that some Hills lots have the potential of containing a small amount of coffee from each of the 5,700 farming families we work with! We think that is really cool.

