



ABOUT MAYORGA COFFEE

OUR MISSION

Mayorga Coffee is a specialty-coffee roaster, retailer, and wholesaler that works locally and globally to improve the lives of our employees, farming partners, communities, and environments. Through our commitment to loyalty, diversity, quality, and leadership, we are becoming a nationally recognized coffee roaster, retailer, and wholesaler with fully developed product lines for signature roasted coffees, organic teas, beverage flavorings, and other gourmet consumables. We are committed to sourcing only the highest-quality ingredients and products directly from partners who share our core values and our holistic vision of sustainability.

COMPANY HISTORY

President and Founder Martin Mayorga was born in Guatemala and grew up in Managua, Nicaragua. At an early age, Martin witnessed the strenuous efforts necessary to plant, cultivate, and sort high-grade shade-grown specialty coffees. In 1997, Mayorga began developing the Mayorga Coffee brand in an effort to open a marketplace for small farmers with a focus on quality, community, and the environment.

Today, the Mayorga roasting facility is located in Rockville, MD, where we roast to order for wholesale clients nationwide. We also operate several retail locations in the mid-Atlantic region. Mayorga Coffee employs over 100 coffee-loving individuals, focusing on their personal and professional development through a team management approach.

MAYORGA CARES

Mayorga Coffee is committed to sustainability—of the environment and of communities, both locally and globally. Along with our direct-sourcing practices, we also work with Rainforest Alliance and Organic-certified estates and cooperatives. Above all, we work with small farmers to develop the best coffees possible, to support and promote sustainable farming, and to provide a healthy standard of living for farm employees.

As part of that effort, we donate 5 percent of our profits to the Fabretto Children's Foundation. Their mission is to enable impoverished Nicaraguan children and their families in underserved communities to break the cycle of poverty, with programs that promote nutrition, health, education, community, and character development.

MAYORGA COFFEE IS:

- Certified Organic under USDA National Organic Program
- EPA certified for Clean Air Operations
- A certified FDA-registered Food-Processing Facility
- Managed using HACCP, SSOP, and GMP food safety programs
- Third-party audited by NSF Cooke & Thurber
- Minority certified by NMSDC and multiple state departments of transportation

MayorgaCoffee.com

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Mayorga Coffee donates a minimum of 5% of its overall company profits to the Fabretto Children's Foundation.



MARTIN MAYORGA,

PRESIDENT AND FOUNDER OF MAYORGA COFFEE

Martin Mayorga was born in Guatemala City, Guatemala, to a Nicaraguan father and a Peruvian mother. Soon after Martin was born, his family moved to Managua, Nicaragua. Growing up in Nicaragua, Martin spent time in the mountainous region of Matagalpa, where his father would take him to visit friends and family members who grew coffee and cigar tobacco. At a young age, Martin was enthralled with the arduous process involved in growing, harvesting, and processing specialty-grade coffee. In 1981, the Mayorga family abruptly left Managua—leaving behind everything they owned—to escape the Sandinista regime. After living in Costa Rica and Peru for two years, the Mayorga family arrived in the United States as refugees of the Nicaraguan revolution.

When he returned to Nicaragua in 1991, Martin learned that the many years of turmoil had taken their toll on the economy as a whole, especially the coffee industry. In an effort to help a lifelong family friend, Martin arranged to import a container of his coffee into the United States to sell directly to coffee roasters. His first effort was successful and Martin continued to import containers of green coffee from Nicaragua and eventually Costa Rica, Honduras, and other countries. In 1995, as a senior at Georgetown University, Martin spent 3 months in Nicaragua learning the craft of specialty-coffee processing and roasting. Upon his return, Martin founded Mayorga Coffee Roasters, Inc., and Mayorga Cigars at the age of 22. His vision for the coffee business was simple—but from the heart: develop a boutique coffee import and roasting company that focuses on supporting small Latin American farms and delivering the finest, freshest coffees available.

Since its inception, Mayorga Coffee has been named one of the fastest-growing Hispanic-owned businesses in the United States by Hispanic Business magazine. The company continues to experience 25% to 40% annual growth. Today, Mayorga Coffee employs over 100 individuals and has a retail presence in the Washington, DC market, as well as wholesale distribution throughout the United States. Mayorga's wholesale customers range from local cafés and gourmet stores to national chains and foodservice operators, such as Costco Wholesale, JR Cigars, Total Wine and More, Sam's Club, Bloom, Giant Foods, Marvelous Market, Whole Foods, Balducci's, Sodexo, Compass Group, Lockheed Martin, and Centerplate. In total, Mayorga Coffee is served or sold in more than 1,700 retail and foodservice locations.

As President of Mayorga Coffee, Martin's day-to-day focus is on establishing partnerships with national and regional customers while ensuring that all facets of company operations are managed as efficiently and profitably as possible. Martin's strengths are marketing, product development, and finance. The Mayorga management team is a tremendous complement to Martin's skills and they help ensure that the company continues to achieve healthy growth, efficient operations, and continued market penetration.

During his time away from the office, Martin spends time with his wife, Kerry, his daughter, Brianna, and his son, Nicholas. The Mayorga family enjoys traveling to destinations ranging from New York to Latin America to experience diverse cultures and to define ways in which Mayorga Coffee can support other communities and small businesses in developing countries.

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