





Executive Summary

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Our Mission

Nearly 30 years after the peace accords restored land and self-determination to Guatemala's indigenous farmers, one truth remains clear: their passion runs deep, but the current sustainability programs are falling short and leaving the farmers and local communities behind.

At Aviator Coffee, we believe these farmers deserve more than a market they deserve a future.

Our mission is to build sustainable, self-sufficient coffee communities by supporting small-share indigenous farmers with jobs, infrastructure, and the tools to bring their coffee to the global market. Through our vertically integrated model, we invest in local entrepreneurship and pay above-market prices for every step of the supply chain—from harvest to milling to transport.



Our Next Chapter

Approach

We began by helping farmers sell their high-quality, 80+ point green coffee, and we will continue to support and grow those relationships. But it quickly became clear: real impact requires bigger thinking.

We partnered with ASOCAMPO, a regional association of indigenous farmers, to pilot our sustainable community model at Comunidad Candelaria equipping the community with everything they need for certification, traceability, and the latest processing technologies from Anacafe.

Now, other associations and independent farmers are asking to join. We're creating a scalable model community by community that ensures stable pricing, local jobs, and lasting infrastructure.



Your Contribution

- By purchasing from Aviator Coffee, you're not just sourcing exceptional coffee you're fueling a proven, equitable supply chain that benefits every link:
 - Above-market pricing at every step: growers, processors, and logistics
 - 20% of profits reinvested into the communities of origin
 - Reliable volume, high cup scores, and full traceability

This is coffee that performs on the shelf and delivers long after the last cup.



Our Communities



Tectitan | *high-altitude washed coffee with crisp acidity*

Proven cupping score: 85.69 (2024/2025 Harvest) Chocolate and caramel aroma; Notes of chocolate, honey and apple; full body with smooth aftertaste



Chacaya | *sweet and balanced with floral fragrance*

Proven cupping scores: 84–87 Chocolate and caramel aroma, Bright acidity, citrus notes (green apple to orange), smooth finish



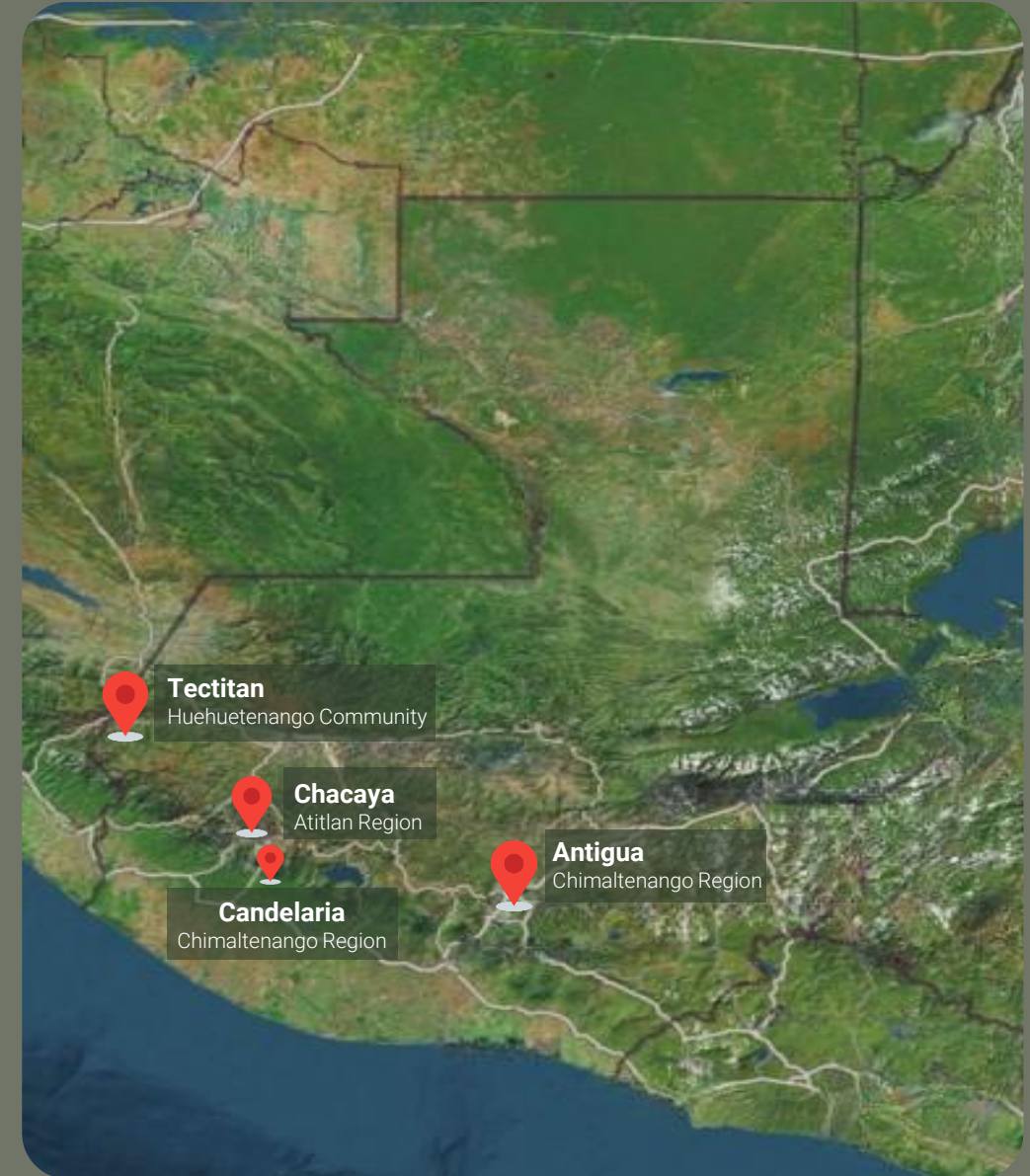
Antigua | *classic full bodied cup*

Typical scores: 85.0 – 86.5 Cupping notes available upon request. Iconic Guatemalan flavor notes of chocolate and berries



Candelaria | *Rich chocolate overtones with depth of flavor from natural springs*

Our pilot project. Chocolate and citrus flavor notes have been prominent here earning the "Cafe Chocolate" nickname by the surrounding areas. This is most likely attributed to the Bourbon varieties that were and still are largely cultivated here





Comunidad Candelaria

Nestled in the Guatemalan highlands, Comunidad Candelaria is a proud community rooted in the legacy of the great Mayan civilization. Families here trace their heritage back over a century, when German immigrants joined local farmers in cultivating coffee.

For generations, this community has worked the land together, producing rich, chocolate- noted coffee that reflects their resilience and unity. In 2002, they regained legal rights to their land, a turning point that renewed their vision of independence and prosperity.

At Aviator Coffee, we're honored to partner with Candelaria a place where we not only share values of hard work and perseverance, but family ties that span more than 100 years. We invite you to join us in supporting this extraordinary journey of dignity, heritage, and hope.



- Coffee production in continuous operation since the early 1900s
- Restored to the indigenous farmers in late 1990's (ASOCAMPO formed in 2002)
- Once one of the largest coffee hubs in the region for independent farmers
- Ideally situated for predictable coffee production with abundant natural springs and shade





Roadmap for Growth

We have 4 strategic growth initiatives to scale and diversify coffee production:



Candelaria+ is identified communities where we have active conversations (Huehuetenango is the next community in the growth scenario).



Market Context:
Guatemala produces over 100M pounds of specialty coffee annually

So our expansion from Guatemala to Central America and then global is about global empowerment of small share indigenous farmers as well as diversifying our supply chain to provide year-round supply, strategic hedging, and account for climate and geopolitical risk

Future
(100M pounds)



- Going Global (50M lbs)
Bring the model global capitalizing on early interest in Africa and Southeast Asia to provide year-round supply and more diverse flavor profiles.
- Central America (22M lbs)
To start given strong interest from other communities
- Guatemala (8M lbs)
By year 3 as we expand the model across Central America
- Candelaria+ (1.2M lbs)
Start small and support the local communities where we have been actively engaged and building strong and trusted relationships

Today
(1.2M pounds)



Partnership Opportunities



Join us in celebrating 25 years of independence and land ownership at ASOCAMPO's 25th anniversary in 2027 as we chart a new vision for sustainable futures and self-determination for the next 25 years

Help direct our roadmap if you have regions or flavor profiles you want to prioritize for your brand or your customers

Co-brand key initiatives and collaborate on new coffee and tea experiences (Cascara, Honey, Natural, etc.). We can do Q-grading and cupping at origin and then scale the best for export

Establish long-term relationships with your favorite farmers and get direct access to shape their crop to your unique specifications with our nursery and fertilizer programs

Lock in predictable supply and pricing for specialty coffee as we expand our footprint and establish long-term strategic partnerships with our farming communities

Bring your customers to origin and let our community welcome them and share their unique culture



Our Ask

300,000 lbs (25%)

20 containers @ \$83,980/container 15,200 lbs per container
3-4 containers/month from Jan-Jun Total Purchase: \$1.68M

600,000 lbs (50%)

40 containers @ \$83,980/container 15,200 lbs per container
6-8 containers/month from Jan-Jun Total Purchase: \$3.36M

900,000 lbs (75%)

60 containers @ \$83,980/container 15,200 lbs per container
~10 containers/month from Jan-Jun Total Purchase: \$5.04M

1,200,000 lbs (100%)

80 containers @ \$83,980/container 15,200 lbs per container
12-14 containers/month from Jan-Jun Total Purchase: \$6.72M

**SUSTAINABLE
FUTURE
AHEAD**



Pillars for a Sustainable Future

Joint roadmap to restore community to former glory across our four pillars for sustainable communities

Regenerative Farming & Sustainability

We're building regenerative farming models and forest reclamation pilots that showcase organic practices and create scalable solutions empowering farmers in Candelaria and beyond to adopt sustainable methods that restore ecosystems, improve yields, and redefine what's possible for future agriculture.

Education & Gender Equity

We're investing in education and gender equity from building classrooms and funding scholarships to advancing research and leadership programs creating opportunities for women and youth in Candelaria to grow, lead, and shape a more sustainable, inclusive future for their community.

Infrastructure

We're building shared infrastructure that empowers the community from roads to zero-waste coffee processing unlocking market access, restoring local heritage, and giving farmers full control over quality, sustainability, and value creation, while ensuring future growth is driven by shared investment and vision.

Heritage Preservation and Ecological Stewardship

We're honoring Candelaria's cultural and ecological legacy restoring landmarks, protecting natural springs, and creating spaces for sustainable tourism, learning, and connection inviting visitors to engage with the land, history, and people in ways that preserve and uplift the community's living heritage.

We believe sustainability starts with the people — their land, their history, their future.



Getting Started

Samples from current communities for tasting / cupping

Origin visit to meet the community

Contracting Logistics (NDA/KYC/etc.)

Joint Roadmap & Planning

A background image showing a hand holding several ripe, red coffee cherries. The image is dark and moody, with the hand and cherries being the primary focus. The text is overlaid on this image.

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Welcome Aboard The Aviator Coffee Journey

Next stop... A Sustainable Future For All.

Thank you for allowing us to present to you.

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