CBB in Kona

As Experienced by Greenwell Farms.

March 2016
Farmers have made significant progress
# Green Bean Yields

<table>
<thead>
<tr>
<th>Description</th>
<th>Averages BEFORE CBB</th>
<th>Qty</th>
<th>Current (CBB Era)</th>
<th>Qty</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cherry Purchased</td>
<td></td>
<td>1,000</td>
<td></td>
<td>1,000</td>
</tr>
<tr>
<td>Conversion Rate to Parchment</td>
<td></td>
<td>4.25</td>
<td></td>
<td>4.50</td>
</tr>
<tr>
<td>Dried Parchment</td>
<td></td>
<td>235</td>
<td></td>
<td>222</td>
</tr>
<tr>
<td>Conversion Rate to Green Bean</td>
<td></td>
<td>1.20</td>
<td></td>
<td>1.25</td>
</tr>
<tr>
<td>Green Bean</td>
<td></td>
<td>196</td>
<td></td>
<td>178</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Grades</th>
<th>Percentage</th>
<th>Qty</th>
<th>Percentage</th>
<th>Qty</th>
</tr>
</thead>
<tbody>
<tr>
<td>Extra Fancy</td>
<td>22%</td>
<td>43.0</td>
<td>11%</td>
<td>19.4</td>
</tr>
<tr>
<td>Fancy</td>
<td>30%</td>
<td>59.0</td>
<td>25%</td>
<td>45.1</td>
</tr>
<tr>
<td>No 1.</td>
<td>24%</td>
<td>47.0</td>
<td>6%</td>
<td>10.4</td>
</tr>
<tr>
<td>Pea Berry</td>
<td>4%</td>
<td>8.0</td>
<td>3%</td>
<td>5.1</td>
</tr>
<tr>
<td>Prime</td>
<td>13%</td>
<td>25.0</td>
<td>37%</td>
<td>65.0</td>
</tr>
<tr>
<td>H3</td>
<td>4%</td>
<td>8.0</td>
<td>0%</td>
<td>0.0</td>
</tr>
<tr>
<td>Off-Grade</td>
<td>3%</td>
<td>6.0</td>
<td>19%</td>
<td>33.0</td>
</tr>
<tr>
<td>Total</td>
<td>100%</td>
<td>196</td>
<td>100%</td>
<td>178.0</td>
</tr>
<tr>
<td>Graded as Kona</td>
<td>93%</td>
<td>182</td>
<td>81%</td>
<td>145.0</td>
</tr>
<tr>
<td>Cherry to Green Ratio</td>
<td>5.49 to one</td>
<td></td>
<td>6.90 to one</td>
<td></td>
</tr>
</tbody>
</table>
## Upper Green Bean Grades

*300 grams = approx. 1,500 beans*

<table>
<thead>
<tr>
<th>Grade</th>
<th>Max Defect Count</th>
<th>Total Minor Insect Damage</th>
<th>Percentage of Beans</th>
</tr>
</thead>
<tbody>
<tr>
<td>Ex Fancy</td>
<td>8</td>
<td>80</td>
<td>5.3%</td>
</tr>
<tr>
<td>Fancy</td>
<td>12</td>
<td>120</td>
<td>8.0%</td>
</tr>
<tr>
<td>No. 1</td>
<td>18</td>
<td>180</td>
<td>12.0%</td>
</tr>
</tbody>
</table>

10 = 1 full Defect

### Other Grades Based on Percentage by Weight

<table>
<thead>
<tr>
<th>Grade</th>
<th>Max Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Select</td>
<td>5.0%</td>
</tr>
<tr>
<td>Prime</td>
<td>20.0%</td>
</tr>
<tr>
<td>H3</td>
<td>35.0%</td>
</tr>
</tbody>
</table>