



# Commonwealth Joe Overview





# Amazing beverage experiences where people live, work, and play.

CWJ is best known for award winning coffee and a customer centric approach focused on delivering kegged beverage programs with Nitro Cold Brew and other “better for you” craft beverages on tap.

# CWJ has built a strong reputation and stands apart with award-winning coffee, marquee customers, and a unique capability set



CWJ has been featured and endorsed by industry experts and notable press outlets

**The Washington Post**

BEST of D.C. 2016    BEST of D.C. 2017    BEST of D.C. 2018    BEST of D.C. 2019

**Forbes**



**FORTUNE**  
**TERM SHEET**



**Vending Times**

**BEVNET.**

**THRILLIST**

**CO-**  
by U.S. CHAMBER OF COMMERCE



Large and diversified installed base of customers

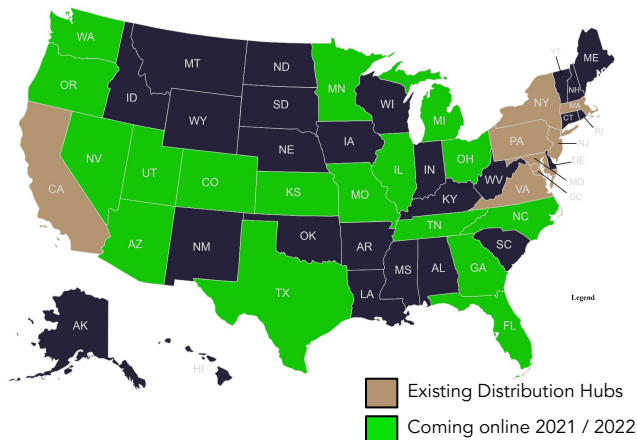


600+ commercial customers



350,000+ office workers served

We currently service important coffee-forward markets including DC Metro, Baltimore, Philadelphia, NYC Metro, Boston, NorCal and SoCal with clear pathway to nationwide coverage.



CWJ has differentiated tech and manufacturing capabilities

- Nation's largest provider of cold brew on tap with both full-service & supplier capabilities
- Large scale FDA certified roasted coffee and beverage production facility
- Single source provider for alt beverages on tap: cold brew, kombucha, tea & seltzer
- cwj.io order mgmt and delivery software
- Large distribution network with internalized distribution and partnerships across US
- Premium Mid-Atlantic specialty coffee brand
- Demonstrated track record with Fortune 500, SMBs, and Channel Partners



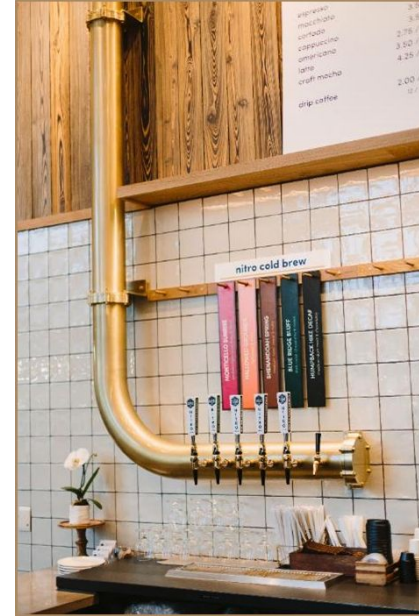
# Our origins are rooted in family tradition and love for specialty coffee



CWJ was founded on the premise that Robbie Peck (CEO) wanted to help Julia Peck (Mother & Master Roaster) to share their passion for freshly-roasted coffee, and to utilize more than 15 years of roasting experience to make amazing coffee approachable and accessible to more people.



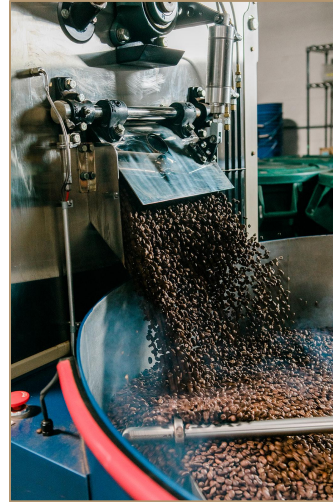
# Award-winning coffee fuels everything we do



# We take pride in our process and strong manufacturing capabilities



CWJ has a high output FDA registered facility in Beltsville, MD and NSF-rated equipment for quality control and food safety. Industrial roasting and brewing equipment capable of packaging and recycling hundreds of thousands of reusable kegs per year with additional space to grow. Existing formats include keg, bag-in-box, and cans. Currently brewing cold brew, tea, and seltzer products with capability to expand formats and beverage offering.



# Award-winning cafe near Amazon HQ2 serves as an innovation hub to rapidly develop and test new products with customers



BEST of D.C. 2016  
BEST of D.C. 2017  
BEST of D.C. 2018  
BEST of D.C. 2019



CWJ has been voted Washington City Paper's Best of DC – #1 Best Coffee Shop for Four Consecutive Years (2016 - 2019). At our café in Arlington, VA, we are known for our Nitro Cold Brew, whole bean coffee, and unique handcrafted beverages.



# Last-mile refrigerated installation, delivery & service capabilities enable to us to provide enhanced customer experience



Our internalized distribution capabilities in the Mid-Atlantic and team of highly trained cold brew technicians allow us to control the quality of our product, reduce outages and respond to service requests quickly, and ensure a great customer experience. We can also provide training and support to Channel Partners to help them enhance their internal capabilities.



# Proprietary software increases customer retention and satisfaction. cwj.io enables greater efficiency, reduced costs, and improved cash flow.



**Customer Support**

Welcome to your Commonwealth Joe Kegerator

Resources

**Emergency Maintenance**  
Call 703-367-8024 or email help@commonwealthjoe.com

**Billing Support**  
Email ar@commonwealthjoe.com or call 571-206-8672.

**Need More Help?**  
Submit a support ticket and we'll get someone on it.

**Tickets** [Submit New Support Ticket](#)

You have no open tickets. [Click here to create one.](#)

**Your Customer Success Contact**

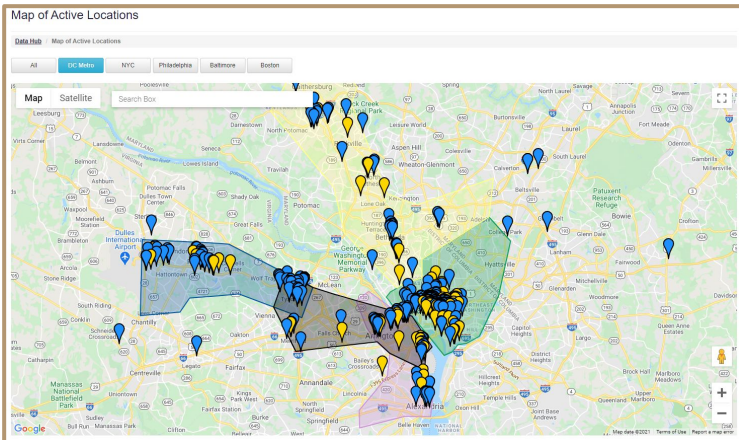
**Scott Van Antwerp**  
scott@commonwealthjoe.com

How do I switch out the kegs? ▾

How to change the nitrogen ▾

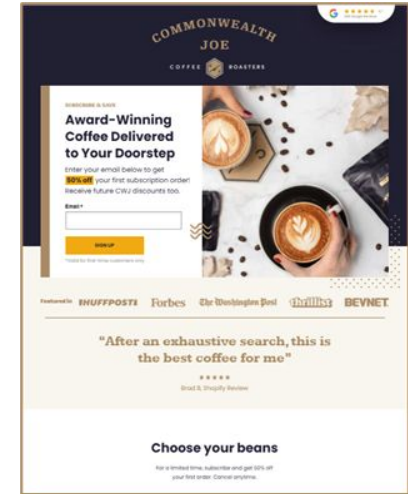
How do I turn on the nitrogen tank and check the nitrogen levels? ▾

How do I pour the best cup of Nitro Cold Brew? ▾



- 1 Strong, integrated ecosystem with process automation**  
Centralized data warehouse with integrations to important software applications, e.g. Delivery App submission triggers QuickBooks Invoice creation triggers auto payment
- 2 Intelligent route planning and optimization**  
Increases route density and improves unit level economics
- 3 Centralized Order Management**  
All orders across different systems converge in cwj.io so B2B & D2C orders can be fulfilled in a timely, efficient manner
- 4 Self-Service Enablement**  
Customer Portal improves retention and increases customer satisfaction. Customers can place one-time and recurring orders, create support tickets, troubleshoot issues and manage payments.
- 5 Real-time data reporting**  
Enhanced business intelligence improves quality of decision making and enables accurate demand forecasting

We play in multiple formats to reach customers Away-From-Home and At-Home allowing us reach office workers in and out of the office, adapting to changing customer behavior and market dynamics



Subscribe Now!  
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Thank you!

