



WINNING WITH COMMONWEALTH JOE  
IN THE FUTURE OF WORKPLACE





# Commonwealth Joe is the nation's largest provider of cold brew coffee on tap.



600+ commercial customers



350,000+ office workers served





The post-pandemic workplace needs to be a magnet for employees -- better than ever before.





Great cold brew coffee is an affordable, important new amenity to cement the positive employee experience, promote employee connections, and keep employees in the office instead of down the street at Starbucks.

“A few years ago we called out this shift from hot beverages to cold... we now see more than 50% of the beverages that we sell at Starbucks are cold.”

**Kevin Johnson, CEO Starbucks**  
*March 2021 interview with NBC*



**Lost Productivity & Revenue:** Employees on average spend 62 hours per year purchasing coffee away from the office with 75% of full-time employees drinking coffee at work.<sup>1</sup> **For companies with billable hours, this is literally money walking out the door.**

<sup>1</sup>. <https://www.wsj.com/articles/the-office-barista-will-now-take-your-order-1496574004>



## Cold brew coffee has advantages over hot coffee and is more difficult to replicate at home.



Smoother taste and mouthfeel,  
no bitter aftertaste.



Convenient, ready to drink and easier to  
consume on the go.



Less acidic than hot coffee.



Harder to replicate at home due to lengthy  
brewing process (*ie. cold brew needs to steep ~16 to 24 hours*).





## Why Taps & Kegs?

Taps and kegs cue craft and quality and promote social encounters between colleagues in the workplace. They promote a productive workplace and are more sustainable for the environment than cans, boxes or K-cups.

### Advantages of Taps & Kegs





## Why CWJ?

CWJ stands apart with award-winning coffee, marquee customers, and the infrastructure and technology in place to support demand across the US.

Nation's Largest Provider of Cold Brew on Tap with both Full-Service & Supplier Capabilities

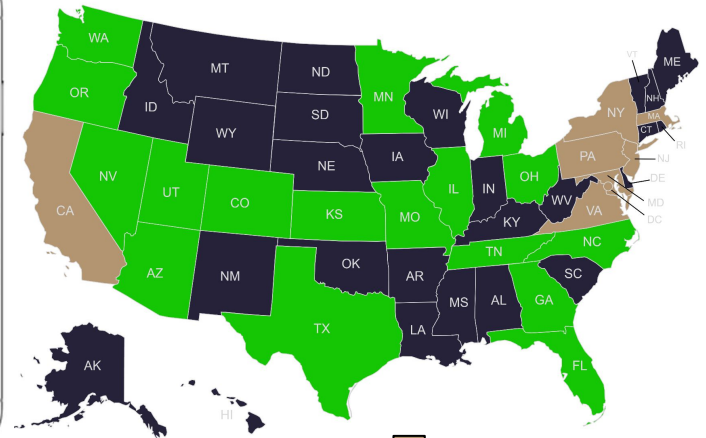
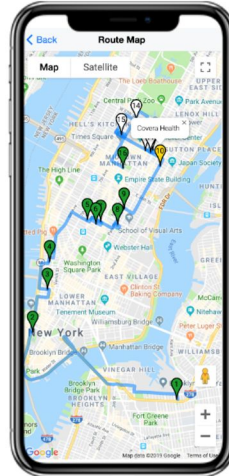
Single Source Provider for Non-Alcoholic Beverages on Tap: cold brew, kombucha, tea & seltzer

Tech-Enabled Ordering & Distribution Capabilities

Largest Commercial Cold Brew Keg Facility on Eastern seaboard

Distribution Network with Broad Coverage Across Important Coffee-Forward Markets

Demonstrated Track Record With Fortune 500 accounts, SMBs, and Channel Partners



Existing Distribution Hubs  
Coming online 2021 / 2022

Let's pour something  
**delicious** together.



**THANK YOU!**  
For questions, contact Robert Peck  
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