

More premium coffee arrives in county



By Bill Bradshaw

ENTERPRISE — Another premium coffee outlet is coming to Wallowa County.

In fact, it's already here, as True Mountain Coffee is importing green coffee beans from Costa Rica and roasting and selling them here.

Lyman Warnock, of Enterprise, is working in conjunction with a longtime friend, Gustavo Rodriguez, of Tilarán, Costa Rica, and Warnock's wife, Mildred — Rodriguez's niece — to bring the Arabica beans from Central America.

"About two years ago, I started talking to Gustavo about this coffee. (I told him) It's a really growing business, and we've got to look into this," Warnock said. "So I started studying it on the internet — I didn't know anything about the coffee business. We usually drank Costa Rican coffee, but not the premium stuff. He came up for Christmastime 2019 and he brought us some coffee and we started talking and contacted some growers down there."

Since then, he's been working to develop relationships with Costa Rican growers and even has found a local coffee purveyor who can roast the green beans. Beans designated "green" are simply those that have been harvested and dried, but not yet roasted.

Warnock met Scott McDonald, of Joseph Creek Coffee in Enterprise, who has the needed equipment to roast the beans. Warnock packages and sells his own.

"He sells locally, and I really don't want to compete with him," Warnock said. "He's doing me a good turn — we have a good business relationship."



Lyman Warnock pours a measure of Arabica coffee beans from Costa Rica into a bag Tuesday, June 1, 2021. He will sell the locally roasted beans from his Enterprise home under the True Mountain Coffee brand.

Warnock is still developing his own retail outlets.

"I really have not yet established a retail outlet where I sell wholesale to people who sell it," he said. "But that won't happen until I've secured my source (of imports from Costa Rica) and have a couple thousand pounds of beans."

Only Arabica beans

Tilarán sells exclusively — and by law — only the Arabica beans. As the community's local chamber of commerce representative Energy Ramirez explained, it's against the law to sell anything of a lesser quality.

"Only Arabica. If we want to

compete, it's better to compete with quality," Ramirez said.

According to the Costa Rica coffee website, <https://tinyurl.com/CafebrittArabica>, Arabica beans are a specific variety of beans that is more difficult to grow than other, hardier stocks. The result when the beans mature is rich, full-bodied flavors leading to premium blends.

The beans Warnock imports are all from small farms of 20 acres or fewer.

"It's all hand-picked, hand-sorted and sun-dried," Warnock said.

COVID setback

His business has had some dif-

ficulties getting off the ground, like many over the past year because of the coronavirus pandemic. He and Mildred traveled to Costa Rica in February 2020 and were stuck there for an extra three months because of travel restrictions. They used the time wisely to learn more of the coffee business, but it still set them back.

"Because of getting set back, we're about a year behind where we were scheduled to be at this point," he said. "I was hoping to have 10,000 pounds instead of 2,000 pounds. If I secure 10,000 pounds, I can sell to the big companies and take a lesser margin." The bigger companies, such as

ones in Portland or Seattle, do the roasting and can provide Warnock with a higher volume of sales.

"You'll want to double your money. That's the whole key," he said. "If you don't double your money, you're losing money. I have a higher profit margin because I have less product to sell."

At present, he sells his coffee beans — unground — for \$15 for a 12-ounce bag. He often sells six bags for the price of five, giving purchasers a bonus. He now bags the beans from home, but hopes to expand in the future by adding employees. Right now, he sells about 60 pounds of coffee beans every two or three weeks.

"There's a certain amount of shrinkage in it," he said. "At 12 ounces, you're about breaking even on a pound of coffee because you're losing like 15-20% of the weight when it gets roasted — it goes up the chimney."

Warnock also is considering the purchase of a roaster, but they can be spendy, so that's in the future.

"Roasters can cost \$30,000-\$50,000," he said.

The next step, he said, is to engage in professional marketing.

"The whole idea is to take this to more than Wallowa County — all over the Northwest, the West Coast," he said. "Volume is the name of the game with margins. If you don't have a huge volume, your margin's got to go up. With a big volume, your margin can go down and you can really offer (a deal) to people."

For more information or to order coffee beans, call Warnock at 541-263-2153 or 541-426-3638, or email lymanwar@hotmail.com.

Bill Bradshaw is a reporter for the Wallowa County Chieftain. Have a business tip? Contact him at 541-398-5503 or bbradshaw@wallowa.com.



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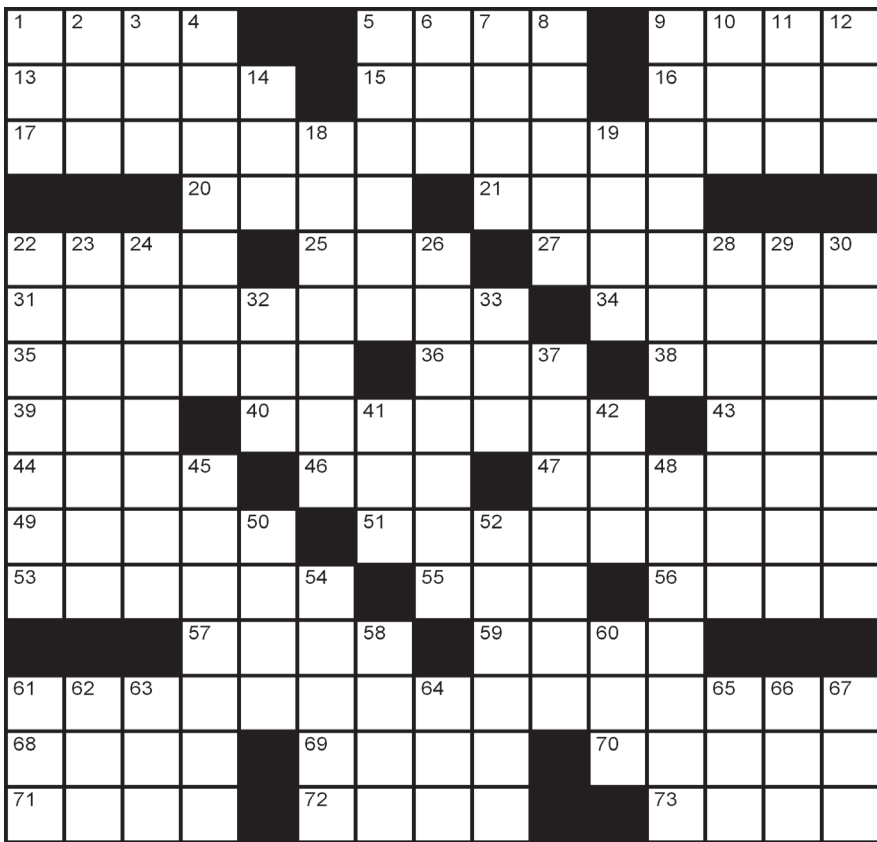
CLUES ACROSS

1. Champagne-opening sounds
5. Impulsive
9. Pitfall
13. Country on Hispaniola
15. Meet ___ (encounter in "Love, Simon")
16. Enormous
17. One eschewing synthetic pesticides (see letters 7 to 10 in this answer)
20. Command+Z, on a Mac
21. Gamer who might get pwned
22. "Leave it to me"
25. "Baby Cobra" comedian Wong
27. Islamic law
31. 2017 hit whose title contains a fashion brand (4 to 7)
34. ___ you hungry, dear?"
35. Animated aardvark on TV
36. Owned
38. Damaging gossip
39. Liquid-confiscating org.
40. The Gay Nineties and others

CLUES DOWN

1. Vietnamese noodle soup
2. Canoe propeller
3. ___ Latin
4. Steadfast
5. Coke competitor
6. Leo's birth mo., often
7. Funny Laurel
8. Give a ___ welcome
9. Shakespeare nickname
10. Seek office
11. At least 30, for a U.S. senator
12. For each
14. Stonewall ___ (site of a seminal uprising in LGBTQ+ history)
18. "That would sound about right"
19. Capital of Qatar
22. "So it seems"
23. Flowing handwriting
24. Pretend
26. Occupy
28. "Fearless (Taylor's Version)," e.g.

29. Utterly destroyed
30. Shows up to
32. Contraception option: Abbr.
33. Wander (about)
37. In reality
41. Oil type at a dispensary
42. Knight's honorific
45. Intervenes
48. Throat parts
50. Most common lake in crosswords
52. 16-Across creatures
54. Buffalo NHL player
58. Kerosene, for many jets
60. Roast hosts, briefly
61. LPs' successors
62. California representative Barbara
63. Spanish cheer
64. Sound of disapproval
65. Devoured pay ___
66. Gendered
67. Rainbow's top color



Church Directory

Joseph United Methodist Church

3rd & Lake St. • Joseph

Worship Online AND In Person

For More Info
541-432-3102
JosephUMC.ORG

Pastor Cherie Dearth

Grace Lutheran Church

409 West Main - Enterprise

SUNDAY WORSHIP at 9am

Pastor John B. King Jr
phone (message): 541-426-4633
web:gracelutheranenterprise.com

Enterprise Christian Church

85035 Joseph Hwy • (541) 426-3449

We have 'In-person worship' @ 9:00 am (Guidelines observed)

Sunday School at 10:30

Parking Lot Radio/Facebook @ 9:00

David Bruce
Pastor, Enterprise Christian Church

St. Patrick's Episcopal Church

100 NE 3rd St, Enterprise
NE 3rd & Main St

541-426-3439
Worship Service
Sunday 9:30am

Lostine Presbyterian Church

Discussion Group 9:30 AM
Worship Service 11:00 AM

Childrens program during service
Blog: dancingforth.blogspot.com

541.398.0597

Hwy 82, Lostine

Stephen Kliever, Minister

Summit Church

Sundays at 10 am
at the Cloverleaf Hall in Enterprise

Pastor: David Pendleton

www.summitchurchoregon.org
Cloverleaf Hall • 668 NW 1st St. • Enterprise, OR 97828

Wallowa Assembly of God



702 West Hwy 82
Wallowa, Oregon
541-886-8445

**Sunday School • 9:am
Worship Service • 10:am**

Pastor Tim Barton
Visit Us on [f](https://www.facebook.com)

Christ Covenant Church

Pastor Terry Tollefson
Church Office: 541-263-0505

**Family Prayer 9:30 a.m.
Worship 10:00 a.m.**

723 College Street, Lostine

Seventh-Day Adventist Church & School

305 Wagner (near the Cemetery)
P.O. Box N, Enterprise, OR 97828
Church 541-426-3751
School 541-426-8339

Pastor David Ballard 503-810-9886

Worship Hour
10:30 a.m. - Noon

Enterprise Community Congregational Church

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