

www.butlercoffeelab.org

BUTLER COFFEE LAB

Hospitality Guide



ABOUT US

Brewing More Than Coffee—A Mission That Matters

Butler Coffee Lab didn't start with a business plan—it started with a belief: everyone deserves meaningful work. The founders, seasoned in product development and manufacturing, saw talent being overlooked—especially among individuals with disabilities and other employment barriers.

So they built something different. A coffee company where inclusion is baked into every step—from accessible workstations and hands-on training to a team culture grounded in pride and purpose. Every pod sealed and bag filled represents more than a product—it's a pathway to possibility.

What sets us apart isn't just premium coffee—it's how we make it. We're building a scalable model that empowers individuals of all abilities to learn, earn, and lead—not as charity, but as valued employees.

Butler Coffee Lab proves that doing good and doing well can go hand in hand.

Crafted with purpose. Filled with possibility.



FAST FACTS

Everything you need to know at a glance.

Luke Gilligan, Director

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COFFEE & POD OPTIONS

- Premium small-batch coffee & teas
- Available as pods, custom boxes, or labeled bags
- Over 20 roasts & blends, including decaf and organic

PACKAGING & CUSTOMIZATION

- Custom-labeled 12-count pod boxes, coffee bags, and K-Cup lids
- Low minimums: Just 12 boxes or 100 pods to start
- Art setup fee: \$50 | Lid printing fee: \$150 (one-time)
- We warehouse your lids at no cost

PRICING

- Pods: \$.90–\$1.00 each (based on volume)
- 12-ct Boxes: \$13.50 per box (volume pricing available)
- Bags: \$9.00–\$17.55 (8 oz & 16 oz)
- Free local delivery within 30 miles of Butler, PA
- Testers available at 50% wholesale rate

FULFILLMENT

- Fast turnaround: 1–2 days for stocked items
- Custom orders: 4-week lead time on first order
- Shipping billed per pound or pick up locally for free

Terms

- \$200 initial minimum (\$150 for reorders)
- Net 30 available after third order
- Prepaid via card or company check

Mission

- 501(c)(3) nonprofit
- Every order supports inclusive, disability-informed employment
- Proudly serving: The Airlie (VA) & The River Inn (DC)



CONTINUE READING FOR MORE INFORMATION

BUTLER COFFEE LAB

501(c)(3) nonprofit.

WHOLESALE TERMS

Initial orders must meet a \$200 minimum – \$150 minimum on reorders. Net 30 terms available with approval upon your third order. All others prepaid via Visa, MasterCard, American Express, or company check. Orders ship within 1-2 days for non-custom orders. Any custom orders have a 4 week lead time for the first order, all subsequent orders after ship within 1-2 days. We charge shipping per pound and will include postage amounts on quotes. Enjoy free local pickup, or complimentary delivery within 30 miles of Butler, PA. Testers are available at 50% of wholesale price. For damaged products or replacements, please email for replacement.

CUSTOM COFFEE PODS

Offer your guests or customers a personalized coffee experience with our custom pods. We co-brand or white-label premium, small-batch coffee in K-Cups, designed to reflect your brand's identity. Fast turnaround, low minimums, and inclusive impact—every pod supports meaningful employment for individuals with disabilities.

Minimum Order: 100 pods

Bulk Orders: Available in increments of 36 pods

Pricing: \$.90–\$1.00 per pod, based on order volume. Larger bulk discounts available based on volume.

Lids are printed in a minimum quantity of 10,000. We'll warehouse your custom lids at no cost and use them for all future orders.



CUSTOM LABELED COFFEE BAGS

Custom-Labeled Coffee Bags

Showcase your brand with our custom-labeled coffee bags—available in 8 oz and 16 oz sizes. Choose from our premium ground or whole bean blends, and we'll apply your logo or design to every bag. Perfect for hotels, events, corporate gifting, and retail. Low minimums, fast turnaround, and a product that leaves a lasting impression.

Minimum Order: 2 bags

Pricing: \$7.00 – 8 oz, \$13 – 16 oz

Wholesale discounts available based on volume.

One-Time Art Fee: \$50

Bag Sizes: 8 oz & 16 oz (1 lb)

CUSTOM BOXES (12 ct)

Deliver a branded guest experience without breaking the budget. Each 12-count box features your custom design and includes our **premium BCL branded coffee** pods—ideal for in-room service, welcome packages, or front desk retail.

- **Minimum Order:** 12 boxes
- **Pricing:** \$11 per box



HOSPITALITY USE CASE

Whether you're offering in-room pods, lobby coffee service, or retail takeaways, Butler Coffee Lab customizes every detail to reflect your brand. Our premium coffee & beverage pods and beautifully labeled bags are perfect for:



ROOM AMENITY	IN-ROOM RETAIL	LOBBY SERVICE
Branded pods for Keurigs. Available for guests to enjoy during their stays.	Custom-labeled 8oz bags for retail display	Brewed coffee using BCL beans for front desk or breakfast bars

Proudly serving as the preferred coffee and beverage supplier for The Airlie (VA) and The River Inn (DC).

BLEND & ROAST OPTIONS

We offer custom pods and labeling for all product offerings.

COFFEES

Light Roast:

- **White Coffee** 
- Breakfast Blend

Medium Roast:

- Decaf Peruvian - Caffeine Free
- Decaf Sumatra - Caffeine Free
- Organic Costa Rican
- Organic Peruvian
- Sumatra Cold Brew
- Brazilian
- Costa Rican
- Espresso Blend
- Espresso Blend w/ White Coffee
- **Kona Blend** 
- Peruvian
- Sumatra

Dark Roast

- Decaf Colombian - Caffeine Free
- Decaf French Roast - Caffeine Free
- Organic French Roast
- Colombian
- Dark Espresso
- Dark Italian Espresso
- **French Roast** 
- **Italian Roast** 

TEAS - Only Available In Pods

- **Cinnamon Orange Herbal** - Caffeine Free 
- Peppermint Herbal - Caffeine Free
- Red Berries Herbal - Caffeine Free
- Peppermint Herbal and Honey - Caffeine Free
- **Breakfast Black** 
- **Peach Black** 
- Jasmine Green
- Shu Puer
- Ceylon Lumbini
- Ceylon Lumbini w/ Honey



LET'S BREW SOMETHING TOGETHER

At Butler Coffee Lab, every product we create is more than just coffee—it's a tool for inclusion, a path to purpose, and a testament to what thoughtful business can do. When you partner with us, you're not just serving a great cup. You're creating jobs, building dignity, and elevating your guest experience through values-driven sourcing.

Ready to Place an Order?

We'll make it easy:

- Choose your blend(s)
- Select your packaging (pods, bags, boxes)
- Send us your logo or artwork
- We handle the rest—with fast turnaround, low minimums, and unbeatable service.

Request Samples or a Custom Quote:

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**We believe in good coffee,
inclusive employment, and
partnerships that matter.
Let's build one with YOU.**