



Congress of the United States
House of Representatives

October 31, 2006

Mr. Jim Donald
President & CEO
Starbucks Corporation
2401 Utah Avenue South - Suite 800
Seattle, WA 98134

Copy via facsimile to: (206) 318-7754

Dear Mr. Donald;

We are writing to you with concern regarding the dispute over coffee trademarks that has arisen between the Starbucks Corporation and the Government of Ethiopia. We hope that a solution can be found which would benefit both Starbucks and the people of Ethiopia. We understand that the Government of Ethiopia has presented a new proposal to Starbucks. We feel this proposal has many merits, and hope that it can provide the basis for a mutually satisfactory compromise.

It is the Government of Ethiopia's belief that they have the right to secure ownership of Trademarks for their fine and unique coffees, grown in their country. We support that right. We support Ethiopia's efforts as an innovative method to assist producers and exporters to educate themselves and to protect their intangible assets – here, the reputations of their fine coffees. The goal of this is very simple: to improve over time the incomes of the 15 million Ethiopians directly and indirectly dependent on this sector for their living.

We are aware that Starbucks is in receipt of a proposed license agreement, and has been asked by Ethiopia to sign this document, thereby acknowledging Ethiopia's ownership of specified coffee names. The license is free, intended to move Ethiopia gradually forward to a stronger negotiating position with its international partners.

We care deeply about rising political ambivalence towards America and instability in key regions such as East Africa. Efforts to capture intangible value by poor nations is a vital component of US interests in building open economies, securing US-owned Intellectual Property overseas and furthering trade between peaceful nations.

Starbucks' footprint is seen in countries where it sells coffee and increasingly in countries where it buys its coffee. Without a doubt, Starbucks plays a huge role benefitting our own economy, and we respect the good work that is being done around the world. It is our hope that