



# **GREAT LAKES COFFEE**

## **UGANDA**

Sourcing & Traceability Report  
2016



# 2016 HIGHLIGHTS



**25,000** Farmers  
Across Uganda

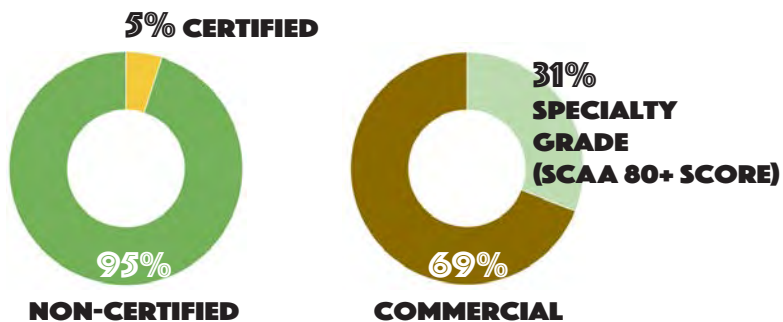


**110** Staff  
Across Uganda

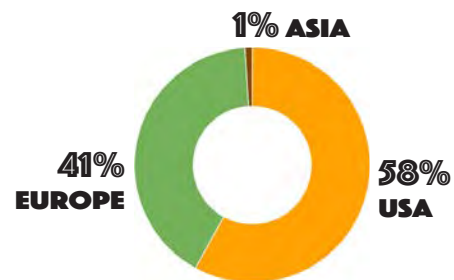


**12**  
Trade Clients  
Globally

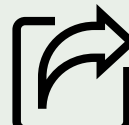
## 100% Arabica Export Volume



## Export Volume by Region



**\$17.8 MILLION**  
Sales Turnover



**7,108 METRIC TONS**  
Export Green Volume



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# LETTER FROM THE GREAT LAKES COFFEE BOARD

Dear Coffee Friends,

We have just completed the second year of our Sustainability programme and are delighted to announce that there has been a **296% increase in exportable green coffees through our programme**. This increase would not have been possible without the commitment, trust and loyalty of our farmers, their communities and the many agents and lead farmers who help us to source these coffees.

Implementing the concepts of sustainability and traceability inside a small independent coffee operator such as GLC, can be extremely challenging. This is due to the ever-evolving coffee industry, in which larger operators often benefit from the cheaper cost of finance and economies of scale. Nonetheless, thanks to the dedication of our Board and Staff, from 2017 onwards our **Sustainability programme will be embraced as the only way to do business in the future**.

Our family philosophy has always ensured that **everything we do is commercially viable**. To achieve this, we must continue to sell coffee in a competitive market. We therefore remain grateful to our existing and new clients for their commercial buying commitment to our coffees.

Some **key highlights of 2016** include:

- GLC Sustainability programme exported **2,790 metric tonnes of Green Coffee**, which represents 39% of GLC Total Export Green Coffee at 7,108 metric tonnes.
- GLC Sustainability programme exported **\$8.4 million of Green Coffee**, which represents 47% of GLC Total Export Value at \$17.7 million.
- Launch of **Improving Livelihoods for Western Uganda Farmers project (3 years) in partnership with Keurig Green Mountain, Falcon Coffees & Shift Social Impact Solutions**.
- The launch of **GLC Agribusiness Training Model**, with support from Shift Social Impact Solutions & Rwanda Trading Company.
- Development and Pilot Tests of a customised GLC Digital Traceability and Mobile Payment Platform.
- The introduction of **10 New Permanent Staff to GLC Sustainability programme**.

Finally, we are often asked about **the impact that we are achieving in our supply chain**. Whilst much of the data mentioned in this report will illustrate some great achievements, we should always look to the future to see what more we can do. Consequently, in 2017 we will be exploring how we can impact upon farmers 'Household Living Income'. This metric refers to the income (cash \$) a household needs per year, to cover its minimum spending requirements. We believe that once we have collected the 'Household Living Income', then we can use this as a baseline figure to ensure we are creating a measurable economic impact for our farmers.

**Andreas Nicolaides**  
*On Behalf of Great Lakes Coffee*



# ABOUT GREAT LAKES COFFEE COMPANY

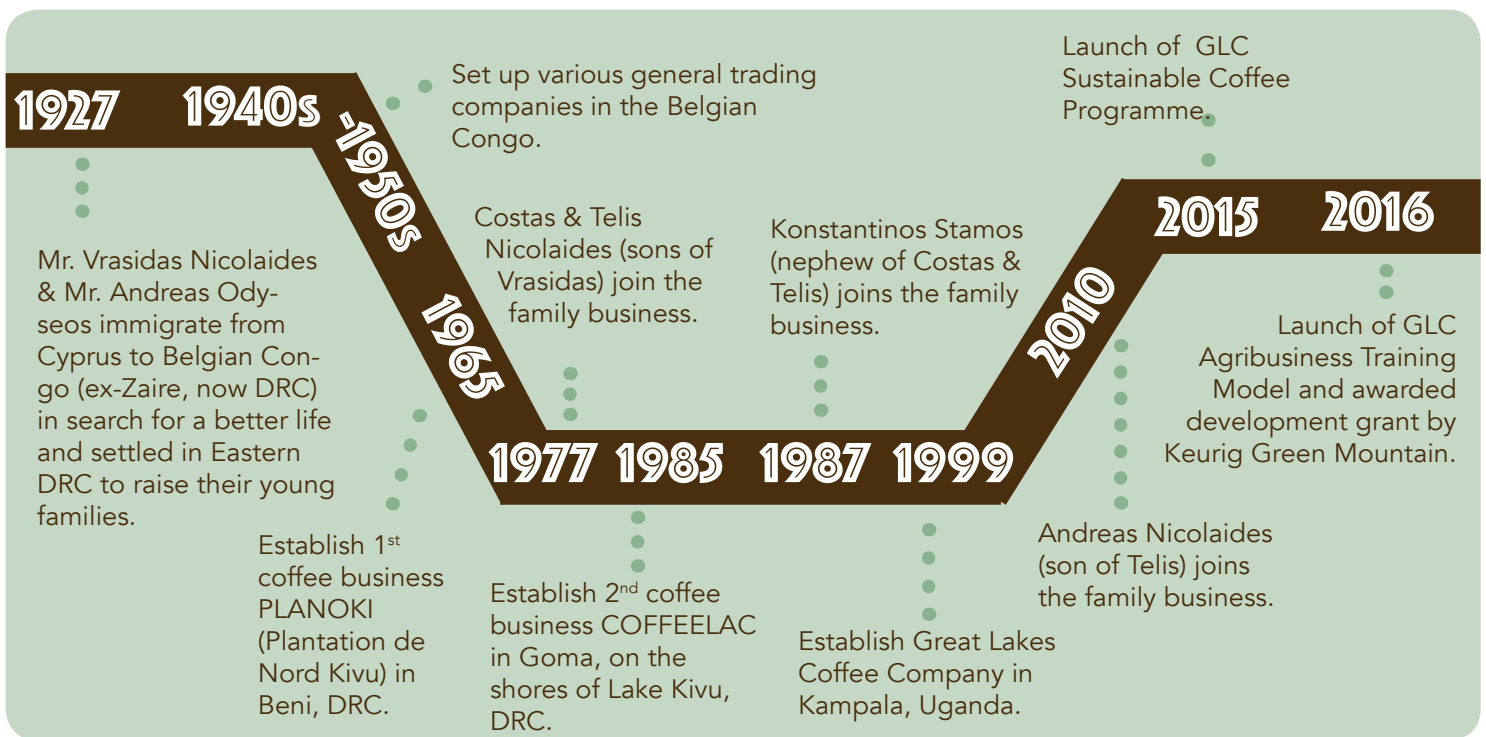


Andreas Nicolaides explaining the GLC coffee system to farmers in Western Uganda.

The GLC family has been involved in coffee growing, processing and exporting in Africa for three generations, starting out as farmers in Eastern Democratic Republic of Congo (DRC).

Today, the family own and operate Great Lakes Coffee (GLC) in Uganda, with a regional sourcing presence and exporting a selection of commercial and specialty grade coffees worldwide.

Central to GLC's philosophy is ensuring long-term economic and social value addition throughout the supply chain, through its Sustainability Programme.





## GREAT LAKES COFFEE ACROSS UGANDA

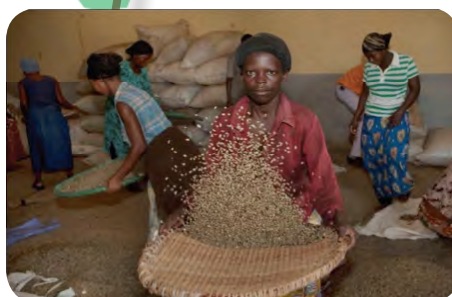
### KAMPALA HEAD OFFICE AND DRY MILL

From the GLC head office, dry mill and processing centre in Kampala, the GLC team coordinates final coffee processing, quality analysis, and cup analysis prior to export loading under FOT or FOB.



### REGIONAL STORES

GLC has regional stores in Kasese, Mbale, and Paidha. Regional Stores purchase, part process and stock coffees collected from producer partners before sending to Kampala for final processing and export.



# THE GREAT LAKES COFFEE SUSTAINABLE COFFEE PROGRAM

As a family business, commercialism is at the heart of everything we do. We believe that in order to build a truly sustainable supply chain, **every sustainability initiative must be commercially viable.**

In 2015, after four years of ongoing coffee sourcing pilot trials and developments, GLC officially launched its Sustainable Coffee Programme. This programme is based on the principle that commercial viability creates sustainability, and adds social and economic value to all our clients and partners within our supply chain.

The programme, which is implemented throughout our **3 Sourcing Models**: Lead Farmer, Agents and Producer Organisations, aims to create **100% traceable coffee sourcing supply channels** for both commercial and premium quality coffees.

The programme is based on the foundation of **3 Focus Areas**; price transparency, quality and traceability. Then through our **2 Objectives** of sourcing, processing and selling more coffee and better quality coffee, this will allow us to reach our **Business Goal** of higher profitability across the supply chain. By achieving higher profitability this will then contribute to higher incomes and improved livelihoods for the network of smallholder household producers in our supply chain.

## GLC Sustainability Model



### Goal

**Higher Profitability**  
across the supply chain

=

**Higher Incomes &  
Improved Livelihoods**  
for farmers

### Objectives



#### More Coffee

- Economies of Scale
- Sourcing Infrastructure
- Farmer base



#### Better Coffee

- Processing Infrastructure
- Qualified Human Resources

### Sourcing Focus Areas



#### Price Transparency

- Quality-Based Price Strategy
- 2<sup>nd</sup> Quality Bonus Premium



#### Quality

- Coffee Buying/Analysis Training
- Farmer Engagement/  
Agribusiness Training



#### Traceability

- Farmer registration
- Digital Traceability platform



Lead Farmer



Agents



Producer Organizations

### Sourcing Models

# SUSTAINABILITY

## Goals and Objectives



### GOAL

**Higher Profitability**  
across the supply chain  
=  
**Higher Incomes**  
and Improved  
Livelihoods for Farmers

### Measures of success:

**% FOB PRICE** Paid to  
Farmers

**% FARMERS**  
Above  
**LIVING INCOME**  
Benchmark



### Objective 1

#### More Coffee

Increased processing volume will reduce the cost per pound to a point where all partners along the value chain will assume a profit, passing on savings to the buyer and enabling GLC to pay a higher price to farmers for their coffee.

Scaling will be achieved by expanding the number of farmers working with GLC, increasing the number of collection points and buying centres, and increasing GLC's ability to process more coffee.

**AVG** Household  
Production

**# KILOS**  
Volume Exported



### Objective 2

#### Better Coffee

Training and materials provided by GLC staff to its farmer base will greatly improve the quality of its coffee grown by farmers.

By investing in skills development and processing infrastructure, GLC will improve post-harvest processing methods allowing it to have greater control over the quality of coffee produced and exported.

**#** Farmers **TRAINED**

Avg **CUP SCORE**

**#** Coffee **DEFECTS**





## Focus Area 1- **PRICE TRANSPARENCY**

### Quality-Based Price Strategy

In Uganda, most buyers pay farmers the same price for their coffee regardless of quality. As a result, farmers who devote much time and effort to producing higher quality coffee are demotivated as their efforts are not rewarded with a higher price.

GLC uses a transparent buying/pricing strategy, listing the daily price at every collection centre and paying farmers prices that are dependent on coffee quality.



### 2nd Quality Bonus Premium

GLC's coffee buying structure ensures that a subsequent second payment is made for high-quality traceable coffee. This is a groundbreaking concept for farmers who have traditionally had no incentive to invest in the quality of their farms, due to a lack of reward for better coffee.



## Focus Area 2- **QUALITY**



### Coffee Buying/Analysis Training

All buying partners in the supply chain are required to undertake GLC Coffee buying/analysis training focusing on out-turn and defects analysis. This ensures that all 1st payment of coffee deliveries is commensurate with the quality of coffee delivered.

### Farmer Engagement/Agribusiness Training

GLC provides training and financing to individual farmers, small enterprises and farmer groups. Under GLC's "Lead Farmer" model, farmers are organised into small groups of 30-50 Farmers and trained in Good Agricultural Practices (GAP), financial literacy and traceability/record keeping.

GLC demonstration plots teach farming communities GAP techniques and demonstrate its direct results. Demo farmers and plots are selected based on a farmer's willingness to showcase innovative practices, reputation within their communities and interest in sharing knowledge with community members.





## Focus Area 3- **TRACEABILITY**

### Digital Traceability Platform

GLC's systems have been designed to ensure **various levels of traceability from the Farmer to the Buyer.**

GLC has developed an in-house **Android-compatible mobile application** that integrates both customised traceability and mobile payment platforms. Over 50 GLC-owned mobile phones/tablets are operational in the field collecting data from farmers, agents and collection centres through the GLC App which feeds into the GLC Management Dashboard.

**The Management Dashboard** provides real-time accurate data for effective risk management decisions as well as tracking trends across different geographies and sourcing models.

**The Client Dashboard** enables buyers to track key farmer/household data and GLC Measures of success through their corresponding Contract/Purchase number.

The Traceability Platform is designed to:

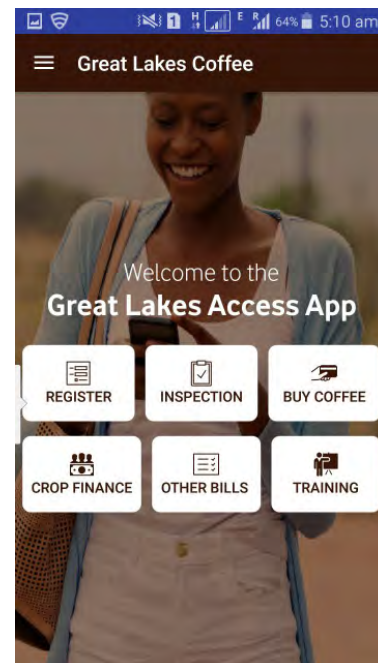
- Provide an integrated system to track Farming Household Data, Agribusiness Engagement & Training, Coffee Quality, Coffee Purchases and Coffee Payments.
- Provide a higher level of traceability and transparency assurance that will facilitate the tracking of sales price breakdown from buyer to farmer.

### Farmer Registration

The first step in traceability starts with registering member farmer households and recording their information in the GLC system.

The GLC App generates a unique ID number for all stakeholders (printed on a card and given to each individual/household) which enables GLC to track their movement at all levels of the supply chain.

Farmers, Agents, Producer Organisations and GLC Staff are trained in the importance of recordkeeping to ensure coffee is traceable throughout the supply chain.



**Farmer Information**

Farmer Name: [Text Field]

Farmer ID: 0022

Gender: Male

Age: 39

Status: [Text Field]

EXISTING Telephone No: NEW

Farmer Group: BAKALHANIA SEMU

District: Kasee

**Coffee Information**

Number of Coffee trees: 1300

Estimated yield: 550 Kgs

Land use pattern: Coffee (70%), Other crops (30%)

### Three Tier Traceability Levels

GLC classifies traceability according to three different levels, indicating the degree of precision of the coffee's traceability.

TRACEABILITY LEVEL	FARM INSPECTION DETAILS	HOUSEHOLD/ FARMER INFO	HOUSEHOLD PRICE TRANSPARENCY	COLLECTION CENTRE PRICE TRANSPARENCY	AGENT/PO PRICE TRANSPARENCY
T1	✓	✓	✓	✓	✓
T2		✓	50/50	✓	✓
T3		50/50		✓	✓

# GLC SOURCING MODELS

## A FEW HELPFUL DEFINITIONS



### Zone Officer



- Responsible for providing training and extension services to Lead Farmers in:
  - Good Agriculture Practices
  - Financial Literacy
  - Traceability
- This is a full-time position paid by GLC.
- Criteria: Trusted, good communicator, able to train, has a good knowledge of the coffee supply chain.
- Receives financial commission for an achievement of KPIs.

### Lead Farmer



- Selected by the community to represent the interests of maximum of 50 farmers/ households.
- Criteria: Trusted by the community, good coffee farmer, able to train others, willing to share knowledge and info, good communicator.
- Receives training and support from GLC Zone Officer on:
  - Good Agriculture Practices
  - Financial Literacy
  - Traceability
- Mobilises community coffee and is responsible for collecting cherry or home-processed coffee for delivery to an authorised collection centre.
- Receives benefits such as financial commission, and agri-tools to share with the community for achievement of KPIs.

### Collection Center



- A store within a geographic area, where coffee is purchased and stored before final delivery to GLC Kasese Store.
- Can either be owned and operated by GLC or an authorized supply chain partner.
- Can operate as:
  1. A central processing centre for delivered cherries to be dried, washed or left as a natural coffee.
  2. A store/office for various home-processed coffees.



## GLC IN EASTERN UGANDA

In Eastern Uganda, GLC currently buys coffee through 2 sourcing models; Producer organisation (under Rainforest Alliance Certification) and Agents.

Under the **Producer organisation (PO) sourcing**, GLC implements its full Sustainability Programme including sourcing through its Lead farmer model and providing Agribusiness Training in line with Certification guidelines. The essential element of GLC's cooperation with any farmer group lies in the relationship whereby the farmer group agrees to implement GLC's Sustainability Programme under a cost share model whilst GLC maintains direct contact with farmers ensuring quality, price transparency and traceability.

Under the **Agents sourcing**, GLC provides limited aspects of its Sustainability Programme, primarily focusing on price transparency and traceability. The short term objective is for the farmers and Agents to evolve into a Lead Farmer model, which would include full integration to GLC's Agribusiness Training.

Unlike other east African coffee producers, such as Kenya, Tanzania, and Rwanda, who enjoy strong market demand and price premiums, most Ugandan Arabica coffees are some of the cheapest in the world with a reputation for mediocre quality and inconsistency. The problem is threefold: farmer attitudes towards improved good agricultural practices (GAP), the need for better coffee varietal selection, and an export community who has focused on the larger Robusta production while taking a commoditized approach to the Arabica coffee.

However, the coffee where GLC sources on the Ugandan side of Mt. Elgon is nearly identical to its Kenyan counterpart and has all of the elements re-quired for quality coffee production: rich soils, high rainfall, quality varieties and most of all, elevation. Coffee in the area has shown remarkable potential when harvested and processed well.

In 2015, GLC took a **long-term strategic view to building its own Based Farmer Group** addressing poor agricultural practices, with an ambitious goal of exporting 100+ containers per year by 2018. The main highlights for 2015 were achieving Rainforest Alliance Certification and exporting 7 containers with an average farmer sales income of \$ 105 cts/lb.

**Altitude:** 1,400-2,100 meters

**Preparation:** Fully washed at Coffee Processing Unit level & Semi-washed at household level

**Variety:** SL.14 & SL.18

**Harvest:** August-January (Main)  
April-May (Fly Crop)

**Flavor Profile:** Light/Medium body  
with Floral & Citrus Notes



**\$ 2,391,946**  
Coffee Sales



**771,979**  
KG Coffee



**4,919**  
Registered  
Farmers

Inspired by this success, in 2016 an additional 3 Producer Organisations joined the GLC RFA Sustainability Programme, resulting in the export of 19 containers of RFA Certified coffees (171% increase from 2015) with an average farmer sales income of \$ 126 cts/lb. Moreover, 8 new Agents were introduced to the Eastern Uganda Sustainability sourcing programme generating an additional 20 containers of Traceable coffees.

For **2017**, our target is to **increase RFA production to 50 containers**, add UTZ Certification to the programme, expand GLC Agribusiness Training, launch the Digital Traceability Platform and introduce new Agent and Lead Farmers sourcing partners for an additional **70 containers of Traceable Coffees**.

# GLC'S SOURCING MODEL IN EASTERN UGANDA

In Eastern Uganda, GLC currently buys coffee through **2 sourcing models**, Producer organisation (under Rainforest Alliance Certification) and Agents.

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## PRODUCER ORGANISATION SOURCING

GLC producer organisation partners buy cherries and/or home processed parchment from registered members and deliver to the GLC Mbale Store.



**Price Transparency**-100% GLC Farm Gate Price.



**Quality**- Commercial or Premium; Defects Preparation & Cup Score Range [80 – 84] Support Provided by full time GLC zone officers. Includes training on Good Agricultural Practices, financial literacy, traceability, and reporting.



**Traceability Level**- Achieved at farmer or household level [T.1]

Registered farmers harvest Red Cherry and dry to parchment



Producer organisation partners collect coffee from members and store in as-signed Collection Centres



Parchment is delivered to GLC Mbale Store for hulling



## AGENT SOURCING

Existing independent agents & farmers buy home-processed coffee from other smaller agents/farmers and deliver them to the GLC Mbale Store.



**Price Transparency**- 90% GLC Farm Gate Price.



**Quality**- Commercial or Premium; Defects Preparation & Cup Score Range [75 – 84] Support provided by full-time GLC Zone Officers including; Traceability Books Reports



**Traceability Level**- Achieved to village buying center level [T.2 or T.3]

Registered & non-registered farmers harvest Red Cherry and dry to parchment



Registered agents collect coffee from farmers and store in various collection centers



Parchment coffee is delivered to GLC Mbale Store for hulling

SOURCING MODEL	# OF PARTNERS	# OF REGISTERED FARMERS	SOURCED VOLUME (KG)	% OF TOTAL	AVERAGE KG DELIVERED	TRACEABILITY LEVEL
Lead Farmer	0	0	0	0	0	N/A
Agent	8	905	400,099	52	443	T2: 67%. ; T3:32%
Producer	6	4,011	371,880	48	93	T1:100%
<b>Total</b>	<b>14</b>	<b>4,916</b>	<b>771,979</b>	<b>100</b>	<b>157</b>	<b>T1: 48%; T2: 35%; T3:17%</b>

# THE GLC PRODUCER ORGANISATION AND RFA CERTIFICATION

GLC currently works with **6 Producer Organisations (POs)** in Eastern Uganda under its GLC PO Group, which holds Rainforest Alliance Certification (RFA) and in 2017 will add UTZ Certification. The model has proven to be a great success versus coop models as **certification and training costs are substantially reduced through shared collaboration, and farmers are always paid their price premiums on schedule.** The RFA certified GLC PO group is currently made up of 4,011 members and growing, and on average farmers earn 81% of the FOB Sales Price.

Below is a short description of GLC's top affiliated PO partners:

## 1. KALAAMUGOSI WOMEN CO-OPERATIVE SOCIETY LIMITED

The group was founded in 2014 by two educators who returned home to change community perceptions on the role of women in the coffee value chain. The name Kalaa Mugosi literally means "cutting ropes", reminding women that it is only through unity in the coffee business that they can free themselves from poverty and the other ties that bind them. The group has grown rapidly from 333 members (201 female, 132 male) in 2016 to 1,249 (286 female, 983 male) in 2017.



## 2. BUBUKALA ORGANIC COFFEE FARMERS CO-OPERATIVE SOCIETY LIMITED

Founded in 2010, the 485 member group was named after a clan living on the slopes of Mt. Elgon whose major cash crop is coffee.



## 3. MT. ELGON COFFEE CO-OPERATIVE SOCIETY

Founded in 2013 as an organic coffee producer, the group contains 699 members.



# 2016 EASTERN UGANDA RESULTS



## Profitability & Farmer Income

**\$140 CTS/LB**

Average FOB sales value for all sustainability programme coffees

**\$114 CTS/LBS**

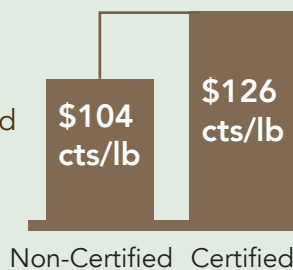
Average FOB price paid to farmers for all sustainability programme coffees

**81%**

Average FOB sales price received by farmers

### Average Price Earned per Farmer

Certified (RFA) farmers on average earned **21%** more than non-certified farmers.



### RFA Certification Income Impact

**\$9,512**

Total cost for RFA certification

**\$56,5297**

Total RFA premium earned from coffees

**\$7 CTS/LB**

Average premium earned

### Women's Participation

**510** of the registered and certified farmers are women, representing **13%** of total registered farmers.



## More Coffee

### Export Volume by Coffee Type



● Certified (RFA) Coffees: 371,880 kg (48%)

● Non-certified Coffees: 400,099 kg (52%)

TOTAL = 771,979 kg (100%)

### Household Delivery

**157 KG**

Average export per household

**720 KG**

Estimated household production

**4,916**

# Registered farmers



## Better Coffee

**4,011**

Farmers trained under RFA Certification

Average cup score before export processing



**62**

Defects preparation before export processing

# GLC IN WESTERN UGANDA

The Rwenzori Mountains form the border of Uganda and the DRC. An estimated 1 million Bukonzo farmers grow Arabica coffee in its volcanic soils on both sides of the mountains, and due to the ongoing conflict in the DRC, a large volume of the coffee comes from the DRC into Uganda. Despite perfect growing conditions, Drugar (Dry Uganda Arabica), considered the world's cheapest, lowest quality Arabica coffee, is grown and sourced from Rwenzori. This is due to a lack of incentives for coffee quality and traceability in traditional Western Uganda supply chains.

Currently, coffee is strip-picked and sold for a fraction of its potential value to middlemen. These middlemen or agents first buy coffee from smaller agents or farmers and then mix in inferior quality coffees and foreign materials. It is then sold in Kampala to large-volume and low-quality focused export companies. Informal agents (representing up to 75% of sourced coffees in Western Uganda) provide little or no price information or technical assistance within the supply chain. With as many as 8 agents between the farmer and the exporter, the price received by the original farmer is further reduced.

In 2015, building on over 3 years of sourcing pilots, GLC took a **long-term strategic view to openly engage with both farmers and agents** in establishing quality focused, price transparent and traceable supply chains which have now become the 3 key focus areas of GLC's Sustainability programme. Some highlights from 2015 include exporting 28 containers of traceable coffees at an average farmer sales income of \$ 66 cts/lb.

In contrast to the slow uptake of 2015, in 2016 the programme **exported 105 containers of traceable coffees** (275% increase from 2015) at an average farmer sales income of \$ 91 cts/lb. Moreover, 100% of all coffees sourced were classified as T.1 or T.2 level of traceability, making our Western Uganda programme our most transparent supply chain to date, a tremendous confidence boost for the programme and its potential to create the desired level of impact.

For 2017, the KGM Development grant into GLC's Sustainability programme is set to **boost GLC's direct farmer engagement and training** through a network

**Altitude:** 900-1,700 meters

**Preparation:** Naturals at Central Processing Unit & Semi Washed at Household Level

**Variety:** SL.14 & SL.28 & Catimor

**Harvest:** June-October (Main)  
February-April (Fly Crop)

**Flavor Profile:** Medium/Full Body with Fruity Notes



**\$ 5,963,952**  
Coffee Sales



**2,017,872**  
**KG**  
Coffee



**7,229**  
Registered  
Farmers



of demonstration plots. Under the current programme, coffees are received at around 100 defects versus 150+ through traditional agents supply chains. A lower defect delivery count through improved training will significantly reduce weight loss for export coffee, creating the desired quality, price and cost-saving impact which can be passed on to Western Uganda farmers.

# GLC'S SOURCING MODELS IN WESTERN UGANDA

In Western Uganda, GLC currently buys coffee through **3 sourcing models**; Producer organisation, Lead Farmer and Agents. The sourcing model is based on years of research, investment and piloting that has provided the company with valuable information on how to best reach farmers and add value throughout the complicated Rwenzori coffee supply chain.

Under the **Producer organisation (PO) sourcing**, GLC looks to implement its full Sustainability programme including Agribusiness Training, price transparency and traceability. Each PO operates and manages its own sourcing model from members, with GLC Zone officers on hand to ensure price transparency and traceability adheres too. PO are then encouraged to attend GLC Demo Plots training under the Agribusiness Training, which is paid for by GLC and partners.

Under the **Agents sourcing**, GLC provides limited aspects of its Sustainability programme, primarily focusing on price transparency and traceability. The short term objective is for the farmers and Agents to evolve into a Lead Farmer model, which would include full integration to GLC's Agribusiness Training.

Under the **Lead Farmer sourcing**, GLC looks to implement its full Sustainability programme including Agribusiness Training, price transparency and traceability. With the Lead Farmer structure being smaller in size than the PO structures, GLC gains direct access to the farming communities, and through GLC Field Trainers and Lead Agronomist is able to set up GLC Demo Plots on Lead Farmer's coffee farm. The long-term objective is for the majority of GLC coffees to be sourced through the Lead Farmer model, due to the scalability potential of producing high volume, low defect, and high-quality coffees.

## **LEAD FARMER**

GLC registered lead farmers buy home-processed coffee from farmers/households and deliver them to the GLC Kasese Store.



**Price Transparency-** 100% GLC Farm Gate Price.



**Quality-** Commercial or Premium; Defects Preparation & Cup Score Range [80 – 84] Support Provided by full time GLC zone officers. Includes training on Good Agricultural Practices, financial literacy, traceability, and reporting.



**Traceability Level-** Achieved at farmer or household level [T.1]

Registered farmers harvest Red Cherry and dry to Kiboko\*



Lead Farmers collect home processed Kiboko and deliver to assigned Collection Center



Kiboko is delivered to GLC Kasese Store for hulling

## **AGENT SOURCING**

Existing independent agents & farmers buy home-processed coffee from other smaller agents/farmers and deliver them to the GLC Kasese Store.



**Price Transparency-** 90% GLC Farm Gate Price.



**Quality-** Commercial or Premium; Defects Preparation & Cup Score Range [75 – 84] Support provided by full-time GLC Zone Officers including; Traceability Books Reports



**Traceability Level-** Achieved to village buying center level [T.2] or Agent buying center level [T.3]

Registered/non-registered farmers harvest Red Cherry and dry to Kiboko



Registered Agents collect coffee from farmers and store in various Collection Centers



Kiboko is delivered to GLC Kasese Store for hulling

# GLC'S SOURCING MODELS IN WESTERN UGANDA



## PRODUCER ORGANISATION SOURCING

GLC Producer Organisation partners buy cherries and/or home processed kiboko from registered members and deliver to GLC Kasese Store.



**Price Transparency-** 90%-100% GLC Farm Gate (as per sourcing model)



**Quality-** Premium; Defects Preparation & Cup Score Range [84+]



**Traceability Level:** Achieved to farmer or household level [T.1]

Registered farmers harvest Red Cherry and dry to Kiboko



Producer organisation partners collect coffee from members and store at as-signed collection centers.



Kiboko is delivered to GLC Kasese Store for hulling



### What is "Kiboko?"

In Western Uganda, Kiboko is the local term used to refer to natural sun dried coffee cherry with its shell intact prior to coffee being hulled.

For many, Kiboko also refers to a superior quality coffee, as it's been sourced directly from a farmer with no additional interference by middlemen to add inferior quality coffees, which normally occurs at village hulling centres.



SOURCING MODEL	# OF PARTNERS	# OF REGISTERED FARMERS	SOURCED VOLUME (KG)	% OF TOTAL	AVERAGE KG DELIVERED	TRACEABILITY LEVEL
Lead Farmer	36	567	134,310	7	237	T1 – 100%
Agent Sourcing	20	6,112	1,833,823	91	300	T2 – 100%
Producer Organic	5	550	49,739	2	90	T1 – 100%
<b>Total</b>	<b>61</b>	<b>7,229</b>	<b>2,017,872</b>	<b>100</b>	<b>279</b>	<b>T1 – 9% / T2 – 91% / T3 – 0%</b>

# 2016 WESTERN UGANDA RESULTS

## Profitability & Farmer Income

**\$134 CTS/LB**

Average FOB sales value for all sustainability programme coffees

**\$91 CTS/LBS**

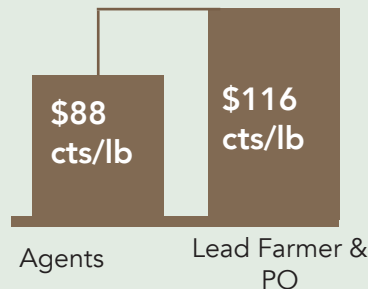
Average FOB price paid to farmers for all sustainability programme coffees

**68%**

Average FOB sales price received by farmers

### Average Price Earned per Farmer

Lead farmers on average earned **32%** more than agent farmers due to the higher coffee outturn



## More Coffee

### Export Volume by Coffee Type



- Lead Farmer Sourced Coffees 134,310 kg (7%)
  - Agents Sourced Coffees 1,833,823 kg (91%)
  - Producer Organisation Sourced Coffees 49,739 kg (2%)
- TOTAL = 2,017,872 kg (100%)

### Household Delivery

**279 KG** Average export per household

**390 KG** Estimated Household production

**7,229** # Registered farmers

## Better Coffee

**3,383**

Farmers trained under GLC Certification programme

Average cup score before export processing



**102**

Defects preparation before export processing



## The Great Lakes Coffee Family





**THANK YOU**  
**FOR BEING A**  
**GREAT LAKES COFFEE**  
**PARTNER**

Questions and more information on Great Lakes Coffee:

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