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# NEWS LETTER

## Establishing export market for certified responsible coffee with small holder farmers in Uganda

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### EDITOR'S NOTES

We are glad to present to you this second edition of our News Letter. The emphasis in this edition has been put on the laws governing all people involved in the farming and trading of coffee in Uganda as well as informing you about how far we have gone with this project. We encourage you to read these laws carefully in order to improve coffee farming in Uganda. We thank everyone who has contributed towards the production of this news letter. Good reading!

**Magdalene A. Ogwang, Project Manager**

### REGULATORY GUIDELINES FOR COFFEE FARMERS AND BUYERS

As mandated by the Uganda Coffee Development Authority Statute (1991) and in implementation of Part VII Regulation 28 of the Coffee Regulations (1994), the following guidelines aimed at preserving the quality and image of Uganda coffee are issued to be followed by coffee farmers and buyers with immediate effect:

### FARMERS

1. The farmer is required to **employ good husbandry practices** in the shamba – keep it weed free, pruned, shade provided, mulched and CWD affected trees uprooted and burnt on spot.
2. Farmers must **harvest** only the **RED RIPE cherry** (unripe cherry spoils quality)
3. It is the farmer's responsibility to dry the coffee up to the required Moisture Content level (13% - 14% MC or below) before selling.  
(1994 Coffee Regulations – 20 (1) a & c and (6))
4. After harvesting, **DO NOT HEAP** the cherry and take long to dry it as this may lead to development of Ochratoxins (OTA) which are a health hazard. Dry each harvested cherry immediately.
5. Farmers are not allowed to sell coffee that is not yet well dried and likewise, buyers are not allowed to buy such coffee from farmers. (1994 Coffee Regulations – 20 (1) a & c and (6))
6. Coffee should not be dried on bare ground/soil but on mats, tarpaulins, brick-lay floor, wire mesh or other materials that do not lead to quality defects.
7. Farmers are not allowed to sell coffee while still on trees in the garden or just after harvesting before it is fully dried. This is against the Coffee Regulations and also it leads to loss of better revenue. (1994 Coffee Regulations – 20 (1) a & c)
8. **ANYBODY** found harvesting or storing or drying immature coffee that is comprised of **GREEN cherry** will be taken to be a **THIEF** and will be apprehended and prosecuted.

### For Further Information, Contact UCDA

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Tel: 256 414 256940 or 256 312 260470  
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KULIKA UGANDA

Since 1981



### BUYERS:

1. Any person interested in buying coffee from farmers or other traders **MUST** first apply (on an Application Form) and register with the Sub-county in which his/her store is located, after approval pay Shs. 50,000/= to the Local Authority and get a receipt which you use to obtain a **BUYER'S STORE LICENCE** from UCDA.  
(1994 Coffee Regulations – 6 (1) & (2) and 7 (1))
2. A coffee buyer **MUST HAVE A DEDICATED STORE** for coffee – certified that it is good (cemented floor, plastered walls, leak proof roof and well ventilated).
3. A coffee buyer **MUST** buy only **WELL DRIED COFFEE** from farmers (13% - 14% MC or below). (1994 Coffee regulations – 20 (1) a & c and (6))
4. Only properly calibrated and certified Scales and Moisture Meters should be used in weighing quantity and testing Moisture Content levels for farmers' coffee. Use of un certified weights and measure will be taken as fraudulent and culprits prosecuted.
5. Every coffee buyer must keep at the premises a proper and accurate record of amount of coffee bought daily and the total amount for each month submitted to the UCDA through the Sub-county in which the store is located. (1994 Coffee Regulations- 27a)
6. Drying of coffee at Buyers' Stores or in Trading Centres or at Factory Yards is prohibited.
7. Hulling of coffee should only be effected on properly dried kiboko or parchment (both cases at 13% - 14% Moisture Content or below). (1994 Coffee Regulations – 20 (6))
8. **DO NOT** add foreign matter (e.g. stones, black beans, husks etc) to good coffee as the practice is against the regulations because it spoils the quality and image of coffee.
9. Processed coffee (FAQ) should never be sun dried.
10. Coffee exporters should not buy wet coffee (of above 14% MC) from farmers or middlemen.
11. No person is allowed to buy coffee without being registered and obtaining a Buyer's Store Licence issued by UCDA. (1994 Coffee Regulations – 5 (1) & (2)a and 6 (1) & (2))
12. Every Coffee Buyer must at all times display a copy of the Licence at the Store. (1994 Coffee Regulations – 27 (c))
13. Whoever does not abide by the regulations and/or above coffee guidelines will have committed an offence and will be liable for prosecution. (1994 Coffee Regulations – 28 and 29 (1), (2) & (3))

**Solidaridad**

12. Every Coffee Buyer must at all times display a copy of the Licence at the Store. (1994 Coffee Regulations – 27 (c))
13. Whoever does not abide by the regulations and/or above coffee guidelines will have committed an offence and will be liable for prosecution. (1994 Coffee Regulations – 28 and 29 (1), (2) & (3))

## Marketing of coffee

The coffee buying season started in October 2006 through to February 2007 and once again coffee buying was carried out at central marketing locations (Depot) from where the lorry would collect the produce. Some farmers delivered the coffee directly to Ibero buying centre located at the Kulika office. There was a spirited competition from the middlemen, proving to the farmers that there is a good demand for improved quality coffee. Coffee price received by project farmers was approximately 5% higher than the price paid to conventional farmers by the middlemen. For example, immediately Ibero Uganda stopped buying coffee, the price drastically dropped from 1,270/- to 700/- per kilogram only. The middlemen who competed with Ibero Uganda offered up to 1,300/= per kilo during the buying season.



## Utz certification Internal Inspections

The certification exercise starts with internal inspections which are done twice a year to check the compliance of farmers with the code of conduct. The inspections are carried out by people selected and trained by the project. The major areas inspected include, coffee management, soil and water conservation, soil fertility building, home hygiene, record keeping, environmental conservation, chemical and fertiliser use. The inspections are carried out in the presence of the farmer and supervised by site coordinators. The data is recorded on Internal Inspection forms and signed by the farmer, key farmer, chemical expert and site coordinator to approve the record.

In the case of any deviations from Project requirements or violations of the code, the farmers are reported to the Field Officer and the violation is recorded on a Violation Report Form. A lot of improvements were made by farmers after the inspections were done.

## External Inspections

The project has been externally inspected once since its establishment. The external inspections were conducted by Ceres in partnership with the local certifier, UGOCERT in the month of September 2007. The farmers were certified in November 2007 and a certificate was awarded to the project farmers through Ibero Uganda. Each year there will be re inspection and certification of the farmers.

Copy of certificates were printed, laminated and given to the project farmers through their group leadership. Below are the explanations of what the certificate means;

## What the certificate means

- You are a group of responsible farmers who comply with and are committed to Good Agricultural Practices.
- That your group has fulfilled the requirements and standards of Utz Certified and that you produce coffee in a sustainable manner.
- That you are committed to continuously improve your coffee quality through sustainable agricultural husbandry and recommended post harvest practices.
- That your group embraces social responsibility and respects members, employees and other people's rights and freedoms and that you do not practice or promote immoral behavior in the production, processing and sale of coffee.
- That you are committed to continue protecting, conserving and improving the environment around the farm, the whole project area and beyond.

### Note

- The certificate guarantees you access to a growing international market demanding sustainably grown coffee.
- The certificate is not and does not give your coffee a specific price but it Guarantees you access to the international market.
- Price is dependent on the quality of the coffee you deliver, good quality means higher prices and poor quality means low prices.
- Only those farmers whose names appear on the approved growers list are certified and therefore allowed to sell coffee to Ibero as Utz Certified.

## Update of what is happening in the project Project farmer

The project registered 3,512 target beneficiaries from nine parishes of Kisozi Sub County. Each registered farmer is given a code number for produce traceability and easy identification. The farmers have received several trainings in sustainable coffee growing and coffee quality. Farmers are trained in groups and individually on their farms. The project has provided farmers with farm tools to enable them increase and maintain the quality of coffee production. To date the project has the following stakeholders;

- 3512 coffee farmers
- 10 site coordinators who are residents in their respective parishes to represent the project
- 141 key farmers who are trainers in individual producer organizations in aspects of coffee agronomy and sustainable agriculture
- 60 chemical experts who take care of 21 chemical stores and work with farmers on safe chemicals use
- 55 internal inspectors/first aiders who conduct internal inspections for compliance with Utz certified code of conduct
- 4 nursery attendants who take care of the coffee nurseries in the 4 parishes of Namaganda, Kisozi, Magogo and Nankandulo
- Nine Depot committees and managers trained to handle bulk marketing in their respective parishes.

The project has established a center demonstration site for farmers to learn about sustainable methods of coffee growing. In addition, livestock and other crops are demonstrated and it also acts as multiplication site for crops like bananas and vegetable seed.

## Growers list

This is a document that shows names of farmers that belong to a given parish and a given producer organisation. The farmers are given a number written as follows; KI-IK-01 meaning parish, Village and number. The number is allocated to a household not individuals in the homes. The list has the following information;

name of parish, name of farmer and code number, date of contract, date of first and second internal inspection, total acreage of farm, number of coffee trees, number of productive and non-productive tree and previous year production. The list is updated on a yearly basis before inspections are conducted.

### Site Coordinators

The project still maintains the nine site coordinators one per parish apart from Nankandulo that has got two because of the size of the Parish. These are farmers who are a link between the farmers and the field office. They play an administrative role in the project structure and this includes the training and monitoring activities carried out in the produce organizations. They mobilize farmers for capacity building trainings held at the project. They are responsible for activities carried out on the demo plots Supervise inspectors during the internal inspections exercises.

### Visitors to the project

The project has attracted many visitors from within and outside Kisozi sub county who have visited the area. For example, some farmers from four sub counties (Balawoli, Nawanyago, Irongo, Bukoyo) and four districts (Kayunga, Iganga, Jinja, Mbale) have expressed interest for the project to be extended to them.

### Training of key farmers

To date 141 key farmers have been trained and each represents producer organization where they are members. The key farmers are important in the project and their work involves training group members in sustainable coffee production methods and ensuring the growers' list of the producer Organizations (PO) is up to date.

### Key Farmers certificate awards

The 141 Key farmers have graduated with certificate of competence and attendance for successfully completing the 12 week training (6 week of class and practical training and 6 weeks of on farm training) and demonstrating the knowledge learnt into practice on their farms and the group members' farms. The farmers were graded into 1<sup>st</sup> and second grades. The first grade had attendance and competence award (divided into two; excellent and good) and the second grade had only attendance award. Farmers who got second grade are encouraged to work hard and improve in the weak areas so as to move to the first grade. New certificates will be awarded to such farmers.

The ceremony took place on 10<sup>th</sup> July 2008 in Nkolongo village in Lwanyama parish. In attendance were the following: area Member of Parliament, Hon. Isaac Isanga Musumba who was the chief guest, District Councilors, Kulika officials, Sub county officials, NAADS Coordinator, Security officers, media houses representatives, all project staff and beneficiaries.

### Group strengthening and verification

Group strengthening has been done to achieve group unity and confidence among members. Some of the reasons for group strengthening include; enabling members to know their group name, knowing each other in the group, member's code numbers, understanding strategies for bulk marketing, developing common activity goals and a culture of saving, build the spirit of supporting each other through team work and clearly developing group

management structures and responsibility. This has helped the members to understand the project activities as well.

### Producer Organisations

The project farmers are grouped into small groups of 20-25 members, called Producer Organizations (POs), and these groups receive knowledge on how to farm as a business. By working in POs, farmers are able to achieve increased access to new crop production technologies, higher yields, better access to local and regional markets and improved access to inputs and rural credit.

### Depot Committee (DC)

The principal role of the Depot Committees is to increase the volume of crop being consolidated at a central pick up point by encouraging bulk marketing. For each Parish, participating POs have two representatives to the Depot Committees. These representatives are responsible for coordinating all bulk marketing and input supply activities. Each Depot Committee hires a depot manager to control the volume and quality of the crop arriving at the depot center before it is sent to the buyer. Depot managers have been trained in bulk marketing procedures, input storage and distribution and are ready start their work.

Key farmers have been sensitized on new Depot Committee operations. Key farmers are the trainers of the producer organizations who were trained by Kulika and responsible for farm and project activities in their POs.

### Coffee nurseries

Four coffee nurseries have been established to serve the nine parishes in which the project operates. They are located in Namaganda, Nankandulo, Kisozi and Magogo parishes. Shed construction and clonal mother garden establishment has been completed in all nursery sites. The nursery operators / hosts have been trained on the relevant management practices. However for the meantime all technical activities are supervised and monitored by a nursery technician with ample experience in coffee nursery establishment. The nurseries will provide clean planting materials to project farmers. The project farmers will purchase the seedlings at a reduced price. It is anticipated that by the beginning of the next rain season they will be ready for distribution. The criteria for distribution will be developed so that all farmers will benefit from the seedlings.



## Training

Several trainings have been conducted. These include training Key farmers, Chemical experts and first aiders, Internal inspectors, Depot committees, Depot managers, Nursery and demonstration site attendants and individual farmers. After the key farmer training, the project implementers now support the key farmers to train on the farms. All the trainings are geared towards increasing production, improving and maintaining the quality of coffee for local and international markets.

## Farm improvement Soil improvement measures

Farmers continue to practice soil improvement methods e.g. digging water catchments, contours, L-bridges and trenches. Other practices now on the farm are application of farm yard manure and mulching of the coffee gardens. There is continued reduction in soil erosion and improving water retention in the garden. Trained farmers have realized the change in their crops performance. Soil run off/erosion have reduced.

## Coffee Production

Farmers are continuously encouraged to adhere to the coffee agronomic practices that include mulching, pruning, control of pest and diseases, picking only red cherries, drying coffee on tarpaulins or other materials that enhance coffee quality and drying coffee to the right moisture level. By so doing, farmers have realised increased coffee yield and crops look greener than before.

## Tarpaulins

The project purchased 3512 tarpaulins which were successfully distributed to the farmers. The project staff went round and inspected farms, whoever was compliant with the code of conduct was given a coupon to receive a tarpaulin. This worked out well. Each project farmer received 1 tarpaulin. Upon receipt, farmers were encouraged to sign in the distribution sheet for accountability. Farmers collected tarpaulins from the project office, in few instances; the tarpaulins were distributed in the parishes. The criterion for distributing the tarpaulins was set to encourage farmers to work and implement the code of conduct.



## Farmer Competitions

There have been two farmers' competitions since the establishment of the project in 2006; the first one targeted four parishes and the second targeted five parishes. This approach motivates farmers to implement the knowledge and skills acquired during the different trainings held and it leads to compliance to the code of conduct. So far, half of the registered farmers have participated in the competition.



The competitions were assessed based on implementation of knowledge and skills learnt during training. The areas assessed include; coffee establishment and management, record keeping, soil and water conservation, soil fertility improvement, home hygiene and sanitation, agro forestry, appropriate technology, banana establishment and management, vegetable production, livestock management, gender roles on the farm, food security and any other innovations that make the farmer be above others.



The awards given were in form of farm tools that include; wheelbarrows, manure forks, pruning saws, watering cans, hoes, gum boots, forked hoes, spades, rakes, pangas, sickles and slashers. More competitions of this nature are being organised.

In the last year, award ceremony was officiated by the chairperson LC III Kisozi sub county. This year the award ceremony was presided over by the Area Member of Parliament and State Minister of Foreign Affairs Hon. Isaac Isanga Musumba.