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**2021**

# SOURCING AND SUSTAINABILITY





## WELCOME

This report covers from the coffee harvest in late 2020 to the marketing season in early 2022, about 18 months in all.

In late 2020 our farmers had a tough time. It was a low crop-cycle year everywhere in Uganda. In Zombo district the crop simply collapsed, to around 10% of the average annual yield. The farmer price was not satisfactory either, as New York C remained very low throughout the harvest, and started its 2021 climb only after the harvest was over. A low crop year often means poorer cup quality and more defects in the green coffee, and this year was no exception. We were very happy our buyers accepted the quality of our coffees, and we are grateful to our farmers for doing their utmost to ensure that the coffee they supplied was as good as it could be.

The second COVID lockdown (in June and July 2021) controlled the delta-variant in Uganda but was somehow harder to bear than the first. Covid restrictions, combined with the prevalence of defects in the coffee (handsorting removed over 20% of the coffee, which was sold locally), meant that export took us much longer than expected. Despite Covid's evolving presence worldwide, Uganda, in common with most of Africa, has avoided the worst, for which mercy much thanks.

Our customers This Side Up Coffee, Wakuli Coffee, Roast Factory in Netherlands, and Havana Coffee Works in New Zealand, all came back for more

in 2021. And we added three new buyers, MUG Coffee in Kuwait, Omwani Specialty Coffee in UK and Maris Stella Coffee in South Korea, (through an auction run by Sensible Coffee in UK). But we lost OLAM Specialty Europe. We just didn't have the volume they needed. We hope they come back soon. We are very proud of our buyer relationships and would prefer never to lose a customer we've already supplied.

We improved our average FOT price from \$2.30/lb to \$2.56/lb, and auctioned one 87-scoring nano-lot at the excellent price of USD 5.62/lb. We started organic conversion at three microstations, Ambe, Ayaka and Pamitu. In harvest 2021 we worked with two new farmer groups, Mitapila and Ayanyonga. And we welcomed Bosco Agufibo as our King of Quality! More on all the above inside.

Heartfelt thanks to everyone for supporting us through another tough year, and here's to a really great year ahead!

**All at Zombo Coffee Partners Ltd**



## OUR BUSINESS

We offer high quality arabica coffee and a pioneering African coffee business model, a unique hybrid of a private shareholder company in partnership with a group of smallholder coffee cooperatives.

### What we do now

- We share our profits with the farmers who supply our coffee.
- We offer shares in the company to our partner farmers.
- We offer a high level of traceability and financial transparency to our buyers.
- We support our buyers with comprehensive information about our coffees, photos of farmers, the microstations in action, and daily life in the Alur Highlands.
- We train our farmers on production, harvesting, processing for quality and organic standards.

### Our aspirations

- To pay a final price to the farmer which is significantly above the market every season.
- To work with our partner farmers over the long term as they slowly transform their livelihoods.
- To work with our value-chain partners to break free of the C-price trap for coffee as a commodity.
- To help to make the Alur Highlands a known region for specialty arabica coffee in East Africa.



## NEW MICROSTATIONS IN 2021

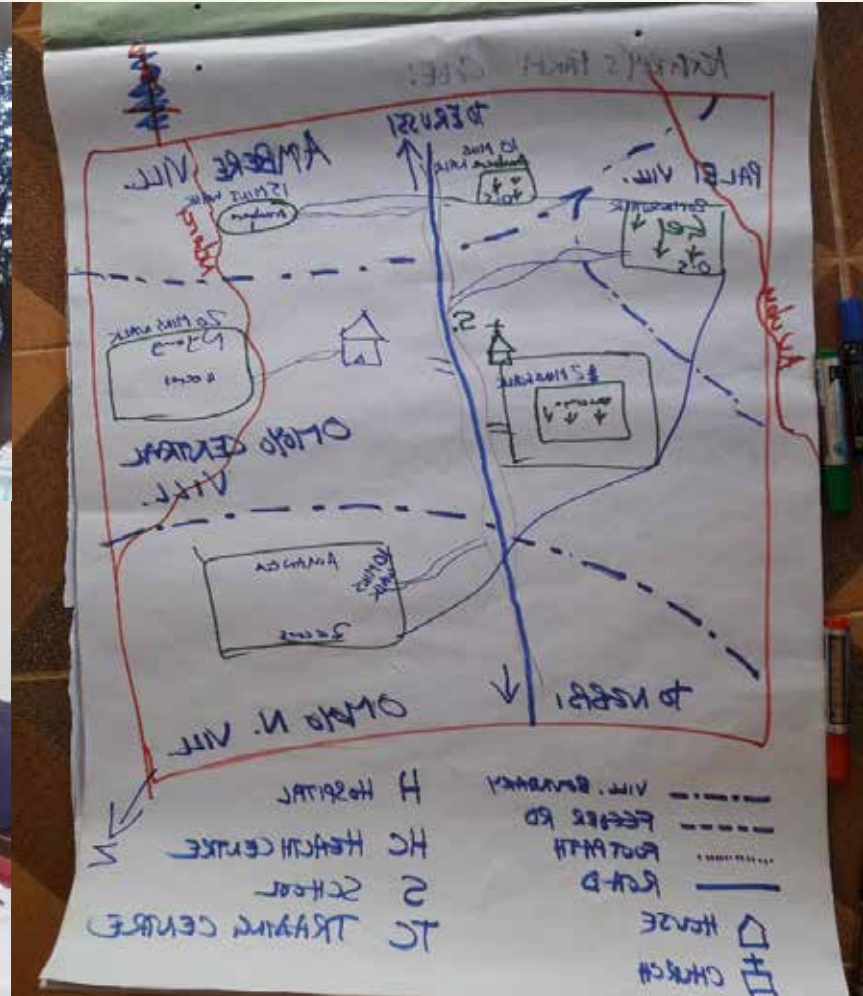
We have been partnering with the Agency For Community Empowerment, a local NGO in Nebbi, since we started the business in 2018. One of our directors, Aggrey Chombe, is the coordinator of AFCE, which has excellent connections with donors and has raised funds for a number of microstations. In 2021 funds came from two donors, The Royal Dutch Embassy in Kampala and Irish Aid, channeled via Oxfam Uganda. Two new farmer groups, Mitapila and Ayanyonga, identified land, mobilized resources and constructed new microstations from scratch. The coffees from these microstations were small in volume in the first year but attracted very good scores. Mitapila stood out with scores around 86 for both the fully-washed and the women's natural coffees. Ayanyonga's scores were only slightly below, around 85. These are remarkable achievements for any microstation's first season. We welcome these two new groups and we hope for great things from them.





## ORGANIC CONVERSION AT THREE MICROSTATIONS

In September 2020 we started a programme of organic conversion at three microstations, Ambe, Ayaka, and Pamitu. The project is part-funded by the Dutch development NGO Progreso. We chose those three microstations because we had failed to sell their coffee at a significant margin in the previous two years, and we were looking for another way to add value to the coffee that did not depend entirely on the cup score, as it does for most of the coffee our microstations produce. Of course as soon as we had chosen these microstations our customers got excited about the coffees they produced in the 2020 harvest, and the problem of selling the coffee at a margin disappeared. Such is life!





## EXPANSION AT GONYOBENDO MICROSTATION

In 2021 there were some changes at Gonyobendo, the microstation which consistently produces more than half of our coffee. Since 2018 we had rented a pulper for Gonyobendo to use. This pulper became unavailable after the 2020 season so we had to look for an alternative in 2021. It had to be a serious professional machine, due to the volume of coffee that Gonyobendo processes. The microstation also had no proper coffee store. We discussed Gonyobendo's requirements with our friends at Havana Coffee Works, and they most generously agreed to make a donation to assist Gonyobendo with the cost of the new pulper. The new pulper came from Penagos in Colombia through our friends at SCOGEM Enterprises in Kampala. Unfortunately COVID had badly disrupted international freight and the new machine missed the coffee harvest completely, arriving in Uganda three months after the original delivery date, having travelled from Colombia to Mombasa via London! So SCOGEM provided a temporary machine which worked well enough for the season. The crew at Gonyobendo built a capacious coffee store to a sketch design we provided.



During the year the chair of Gonyobendo, Charles, had a severe stroke. He is recovering, and we are hopeful that he will become strong again in time. The contribution of Charles and his team to our success has been considerable. Gonyobendo is an essential Zombo Coffee Partner.



We had many interesting lots!

Lot: Uga-21.015

Origin:	Uganda
Farm:	Pamitu Microstation
Region:	Zombo district, Alur Highlands, north-west Uganda
Score:	89
Weight:	60 kg
Final price/kg:	\$12.39/kg
Process:	Natural
Variety:	SL14

Tasting notes: Orange, Dark Chocolate, Red Berry, Creamy

Comments: Med High body, Med Acidity, Creamy, juicy and rounded, Dark Chocolate, Orange, Red Berry, Sweet Spice, Nice balance, orange-acidity/sweet finish

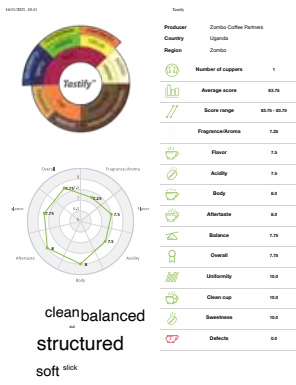
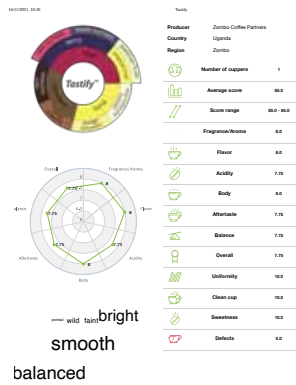
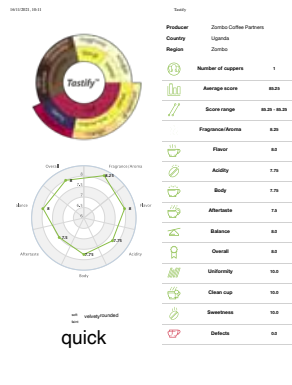
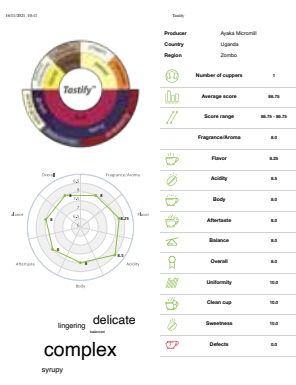
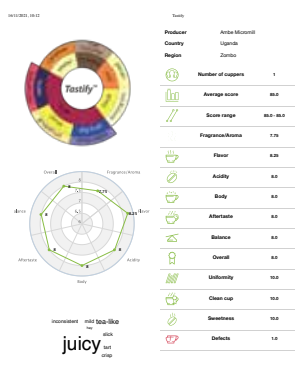
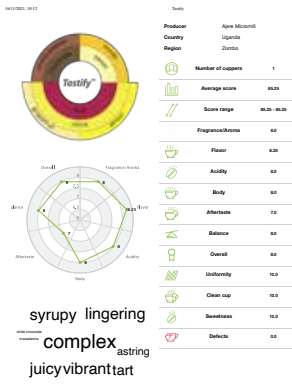
Congratulations to the winner!

@MARISSTELLA\_COFFEE

Pamitu Microstation cupping

Fragrance/Aroma:	8
Flavour:	8.25
Aftertaste:	8
Acidity:	8.25
Body:	8.25
Balance:	8
Overall:	8.25
Total:	87
Tasting Notes:	Orange, Dark Chocolate, Red Berry, Creamy
Comments:	Med High body, Med Acidity, Creamy, juicy and rounded, Dark Chocolate, Orange, Red Berry, Sweet Spice, Nice balance, orange-acidity/sweet finish

SOLD



Results									
Lot	Score	Bags	Weight	Increment	Bid	Total value	Title	High bidder	Result
Ecu-21.001.3	84.25	25	1,250kgs	\$0.05	\$6.59/kg	\$8,237.50	Ecuador-Provincia El Oro-Hacienda Don Salvador- Yellow Catuai and Red Catuai-Washed		Unsold
Per-21.001.3	85.5	15	1,035kgs	\$0.01	\$6.89/kg	\$7,131.15	Peru-Junin-La Nueva Florida-Typica Catuzra Bourbon Pache-Washed		Last Bid
Uga-21.015	89	1	60kgs	\$0.10	\$12.39/kg	\$743.40	Uganda-Zombo district-Alur Highlands, north-west Uganda-Pamitu Microstation-SL14-Natural	MARISSTELLA COFFEE	Sold
Eth-21.040.5	86.75	30	1,800kgs	\$0.10	\$7.17/kg	\$12,906.00	Ethiopia-Limu-Biftu Gudina-74110- Washed		Unsold
Eth-21.039	86.5	10	600kgs	\$0.05	\$7.42/kg	\$4,452.00	Ethiopia-Limu-		Unsold

QUALITY – BOSCO AND THE MICROSTATIONS – CUP SCORES

Bosco joined us as Quality Officer in September 2021. His post was funded by Progreso NL until February 2022. His task is to ensure that all aspects of coffee quality are maximised, from microstation to export. He spent most of the 2021 harvest at Gonyobendo, our biggest microstation partner, and where quality had been below par in 2020. The result has been that Gonyobendo's coffee has been well-received this year, with scores between 84 and 85. As we go to press Bosco is supervising the milling, grading and handsorting at our new coffee store and dry-mill, Jukia Coffee Park.

In general our cups scores have been good this year, with results from This Side Up, Tropiq and Sensible Coffee Auction in the range of 84 to 87 points.



In October 2021 we won 6th place in Uganda for specialty coffee, with a fully-washed coffee from Ayaka microstation, at an event put on by the British High Commission in Uganda and the Ugandan High Commission in UK, to promote Ugandan coffee in the UK market. The entries were cupped by teams of experts in Kampala and London and the winners were confirmed on the morning of the event.



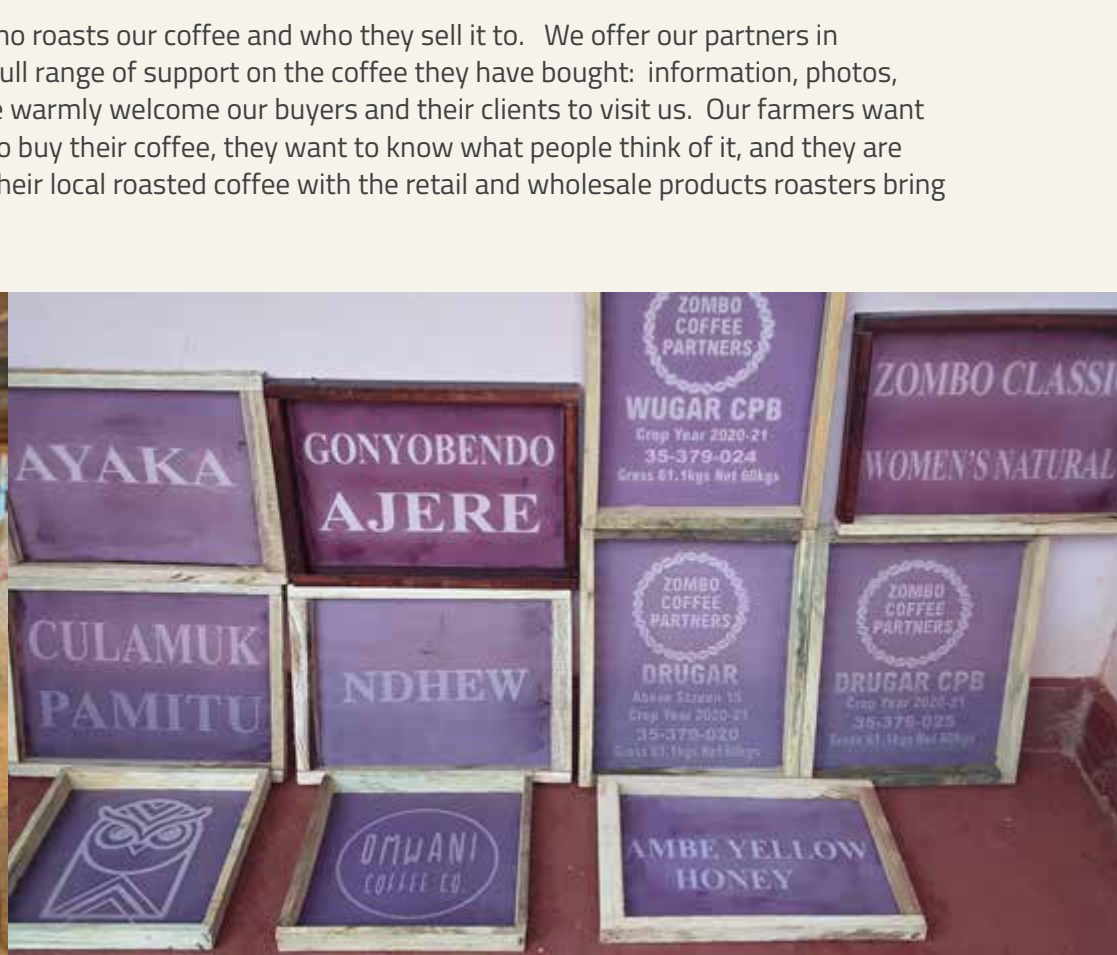
## TRACEABILITY

### Tracing back

The microstations keep meticulous records of their members and the coffee they deliver. For each day-lot, each microlot and each microstation we know which farmers delivered the coffee. At the moment we don't cup every day-lot from every microstation, they are bulked into delivery lots of 60-100 bags, each of which we sample, cup, label and store separately. Once our lab is established and we have a professional cupper we plan to cup day-lots and add more value to the very best coffees.

### Tracing forward

We are interested in who roasts our coffee and who they sell it to. We offer our partners in consumer countries a full range of support on the coffee they have bought: information, photos, stories, interviews. We warmly welcome our buyers and their clients to visit us. Our farmers want to meet the people who buy their coffee, they want to know what people think of it, and they are delighted to compare their local roasted coffee with the retail and wholesale products roasters bring to show them.

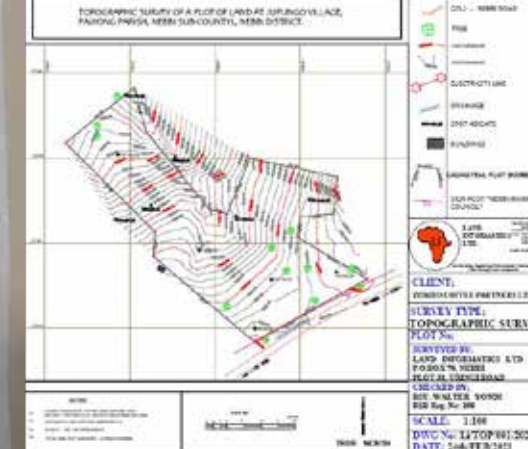
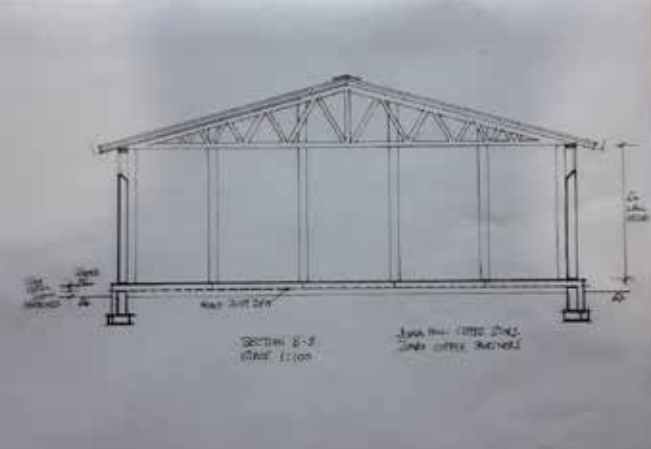


Cherry Purchase Daysheet 2021

Microstation name:	PAMITU		Page:	03	
Date	Total Daily Qty	Price/kg	Total Value	Cumulative Qty	Cumulative value
24/11/21	270	2000	540,000	17,300	34,120,300
25/11/21	613	2000	1,226,000	17,913	35,346,300
26/11/21	95	2000	190,000	18,008	35,536,300
27/11/21	20	2000	40,000	18,028	35,576,300
29/11/21	136	2000	272,000	18,164	35,848,300
30/11/21	71	2000	142,000	18,235	35,990,300
1/12/21	65	2000	130,000	18,300	36,120,300
2/12/21	80	2000	160,000	18,380	36,280,300
3/12/21	36	2000	72,000	18,416	36,352,300



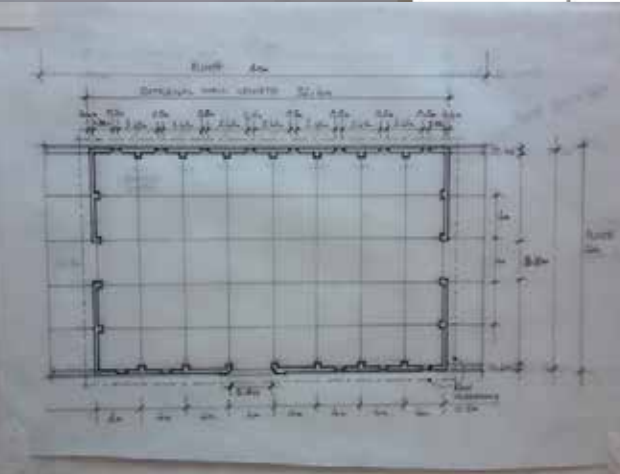




## THE COFFEE STORE AND DRY MILL

Since the beginning we've rented a coffee store at Okoro Cooperative Union. In 2021 Okoro got a government grant to renovate their factory, so we had to look for another store. Suitable buildings are not numerous in Zombo, especially for our quality of coffee. We couldn't find one. So we decided to grasp the nettle, buy land and build our own coffee store. The MD is an architect manqué, and his design is radical for Uganda, (inspired by the Children's Hospital in Entebbe by the Renzo Piano Building Workshop), using rammed earth, an ancient and neglected technique. 95% of the building material for the store came directly from the site, and everything was built by hand using local labour, so the "embodied energy" of the building is much lower than using conventional manufactured materials. The wall masonry is massive, reducing diurnal temperature variations inside the store, keeping the coffee cool and at a fairly constant temperature.

Our experience of using third-party dry mills in Kampala and Mbale has been that they are high cost, slow speed, and require our constant presence, far from base. With the increasing number of microstations and types of coffee, (eight out of ten microstations are doing both fully-washed and women's naturals, and three are organic-in-conversion), dry-processing needs to be under our direct control. So we imported our own dry-mill, the Pinhalense C2DPRC, specially designed for microlots of both washed and natural coffees. These decisions, combined with the huge coffee price-hike during 2021, have stretched us to the limit financially. We trust that this strategic investment will prove justified by greater speed, lower cost and ever-increasing quality as we grow.





## OUR PARTNERS AND PROJECTS

This Side Up, Wakuli Coffee, Roast Factory, Gosling Coffee, Havana Coffee Works, Olam Specialty Europe, MUG Coffee, Maris Stella Coffee

Rabo Foundation

Progreso Foundation

Agency for Community Empowerment

Uganda Coffee Development Authority

### Our projects

Organic certification project (2020-2023)

ZCP Roast & Ground retail product Uganda (2021)

C-Price Freedom project (2020-2025)

### In collaboration with

Progreso Foundation

Looking for supporters

This Side Up

