The Coffee Farmer

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National Union of Coffee Agribusinesses and Farm Enterprises (NUCAFE)



"HOPE FOR RURAL WEALTH CREATION"

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U G A N D A F A R M E R S T O O W N T H E I R C O F F E E



Mr. Rodney Nikkeil of Coffee Support Network (Solidardad) awarding certificates in Kibinge to Leaders of Coffee Business Groups: Mr. Joseph Nkandu (ctr.), Mr. Herment Mrema (L)

By: Herment A. Mrema - Senior Business Manager

Do Uganda coffee farmers own their coffee? To what extent do they understand their rights and obligations accrued to them due to the ownership? These questions have been raised in many workshops and seminars but it seems that the issue of ownership has not been discussed as detailed as it should be. The farmers have not been empowered to understand how far they can own their coffee and what it means to them and to the industry in particular in a liberalized market economy.

A WORD FROM THE EXECUTIVE DIRECTOR: "WARE-HOUSE RECEIPT SYSTEM TO BENEFIT COFFEE FARMERS"

A law governing operations of the Ware House Receipt systems (WRS) has been put in place. Enacting the law is expected to win the confidence of many stakeholders like banks, collateral managers and insurance companies whose cooperation in the implementation of the system is crucial.

NUCAFE and its member association have taken part in the pilot projects in Bushenyi (Western Uganda) and Sironko and Mbale (Eastern Uganda) where these associations have so far been

able to market over 30 tonnes as FAQ in partnership with Ministry of Trade, Tourism and Industry (MTTI), Uganda Coffee Development Authority and the Cotton Development Authority who are the main implementers.

So far Allied Bank, East African General Insurance and COTECNA are among the key stake holders. The law seeks to provide for the licensing of Ware-house and ware-house keepers, a national system of ware-house bonding for the protection of debtors and provide for issuance of receipts. The WRS has received a boost with

Allied Bank International a loan scheme for farmers operating under the system, where the bank is charging a flat fee of 2%, which is paid from the proceedings of the sale.

The ware-house receipt law is envisaged to stimulate a lot of enthusiasm for farmers to be able to invest more in coffee production. We in NUCAFE fill that this is an important precursor for proper implementation of the projects.

I would like to invite all the coffee farmers to take advantage of this opportunity.

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THE COFFEE FARMER

COFFEE OWNERSHIP CONCEPT CONTINUED:

Globally, there are market dynamics in which consumers of coffee are much interested in the supply origins (Tractability). The consumers want to see the coffee farmer get a fair return on the effort put in production of coffee, henceforth gain deeply in the supply chain. Likewise, the farmers need to know who is consuming what they produce. These complimentary aspects will create a mutual benefit; ultimately improve on the quality and productivity of the industry. The ability of the farmer to negotiate for a price will save him/her being a price taker, and there is no doubt that if this concept could be bought generally will benefit the entire coffee industry world over. The aim of this article is to bring on board the concept ownership viz say current problems facing the so-called peasants at farm level. The Ownership concept should not only stop at coffee sub sector but be extended to other sectors crucial to the national economy since it could solve some of the quality, productivity and pric-

Ownership could be defined as a situation whereby an individual acquire a value by exchange with another acceptable value, for example a land acquired by paying an agreed price. When a person pays a certain amount of money for a

piece of land the individual acquire the right to own the land. Ownership could also be through inheritance from the family as acceptable by customary law or a transfer from one person to another as a donation, gift or a present provided is mutual.

ing problems.

At lower end of the supply chain a

Ugandan farmer owns coffee by virtue of owning the land, but then surrenders the ownership through sheer ignorance up chain and partly due to desperate need for immediate cash. In some instance farmers have sold their coffee at the flowering stage to traders who will pay according to the flowering of the coffee. In the process, the ownership slips away to the

middleman. What is need now is to create options for the farmer. Let the farmers sell coffee at the right time and the right

time is when at least value has been added. Value addition ranges from picking the right and ready beans (quality coffee) to milled green coffee.

As long the farmer has not sold the coffee to the trader, he/ she still owns the coffee and the value increase according to the value being added to the coffee

of the weigh scales.

Very few farmers mill their Arabica coffees to determine the grade, classification of their coffee, access market information to empower them to negotiate for the price of their coffee. It is difficult for the farmer to know the value, quality

and volume of the coffee, which is sold without being milled, graded and cup tasted. Therefore, as long as the coffee ownership is passed from the farmer to another owner with the described steps above without the farmer knowing the value, quality and quantity the farmer is a price taker and not a price negotiator.

What the farmer should know and be empowered to understand is that they own their

coffee and they should be encouraged to add as much value as possible and possibly be able to sell coffee with known quality, value and volume. The advantage of farmers assuming as many functions as much possible within the supply chain is that they will manage quality, manage cost, reward themselves with any savings made during the process of adding value,

may access market information and negotiate price.

> If the farmers are able to sell their coffee of right moisture content, acceptable defects count, with minimal or no foreign matter, and coffee is graded and cup tasted they will be able to negotiate price due to the improved quality. Actually, the farmer will be speaking the language of the Exporter and Roaster. The exporter will no longer need to have buying posts and stores in the districts as the farmers will be able to

bring their coffees to the market place as required by the exporters. The excess cost savings made by the exporters could be passed on to the farmers when the price is being negotiated. This will also promote fair trade and promote corporate responsibility by creating a situation in which farmers and exporters are all winners

The farmers must be organized into quality producer groups, adopt appropriate technologies, on production, primary processing, milling, storage and market their coffees through Associations or Cooperatives. The responsibility to organize the farmers lies with the farmers themselves who must on their own form producer groups and organize themselves to produce process and market their coffees. The coffee farmers could ask the assistance of National Union of Coffee Agribusiness and Farm Enterprises (NUCAFE), which has an extensive experience in the formation of farmer producer groups, and Associations within and outside the country. NUCAFE believes that despite the problems we have in the coffee sub sector. Coffee as a commodity is still one of the sources of sustainable income to farmers and should be given its due attention. This approach of empowerment of building ownership from the source and move upward the chain could also be the best foundation on which farmers can use to build a strong cooperative movement, which is within the interest of the Government and farmers.

at each function. Currently, most farmers sell their dry kiboko and few sell green coffee. which is not graded or cup tasted. This means the farmers do not know the quality, value and sometimes the volume, as they depend on the moisture meters and weigh scales put forward to them by buyers (middlemen) who control the measurement of moisture, weighing and quality

....Very few farmers,...access market information to empower them to negotiate for the

price

but then surrenders the ownership through sheer ignorance up chain.....

....farmer owns

coffee by virtue of

owning the land,

COFFEE FARMERS' RE-NEW THEIR WEALTH

By: MR. BUULE RONALD; CHAIRMAN NSANGI COFFEE FARMERS ASSOCIATION

The Coffee Farmers "Re-newal of wealth". It is true and recorgnised that, really most of the coffee trees have been destroyed by the "Coffee Wilt Disease (C.W.D)" which has spread all over Uganda, and is also in other African countries like D.R Congo, though the mode of destruction has not been the same. All the farmers understand now that, coffee farming is a business and in a business somebody should expect profit as success and loss as problems, the solution to overcome these problems.

Always NUCAFE is encouraging the coffee farmers to unite and form associations or business oriented groups, a lot has been achieved by farmers through unity e.g. seminars organized by NUCAFE and its affiliates like Common Fund for Commodities through Coffee Research Institute (CORI) like the training Trainers of Trainers, the main purpose of it is to fight against the Coffee Wilt Disease (CWD) e.g. to remove the destroyed trees and replace with properly selected coffee plantlets from the correct nursery operators, to remove all the affected coffee tree stamps and burn them with fire, not to carry around destroyed trees, since the disease fruiting bodies (fungi fruiting bodies) are in powder form.

All in all to understand more, the coffee farmers should unite, pick interest, have ownership, such that ac-



MR. BUULE RONALD CHAIRMAN NSANGI C.F.A, DURING THE C.W.D SENSITIZATION WORKSHOP HELD IN KABANYOLO

cess to trainings is easy within their groups and associations as a whole in the fight against coffee wilt disease.

Coffee farmers should bear in mind that, unity is power and through unity the coffee farmers will have the

same the voice, easy marketing, understanding the issue of ownership as coffee farmers and will enable to develop good coffee farmers by giving out a quality product, due to quality competition within the associations. Hence team work and team spirit is carried out by the members where the farmers are monitor-

ing each other and also adding value of the product by selling Fair Average Quality (F.A.Q) other than selling Kiboko. Due to solidarity, business discussion is expected as far as coffee farming business is concerned within the community and the world market over.

Other sources of income will also be addressed accordingly i.e. Animal Husbandry practices, Api-culture e.t.c.

Encouraging the youth also to join the coffee business, due to the fact that coffee business is Historical, permanent and future promising this will also empower the coffee industry world over. The Youth are our future.

The main source of income in farming business, which directly benefits the small scale-farmer and is the second most consumed it and source of income in the world, is coffee. This indicates that coffee should be the main source of income for our farmers who rely largely on agriculture. It indicates, coffee should be the main source income in the farming sector. All coffee farmers should clearly put in mind that, whenever coffee is mentioned to NUCAFE it means quality coffee as the target in the modern farm-

ing way of movement, to aim for higher profits to the farmers.

If the coffee farmer doesn't escape the darkness of individual stand attributed with "indefinite poverty circles", "give a man enough rope to hung him-

self" encourage the coffee farmers to unite, share ideas and fight for quality as the main stem in the NUCAFE programme because time has come for traceability, how the coffee is prepared, perceived right away from the coffee farmers which eventually will result into "reward for quality". For a permanent coffee industry, I encourage the youth to join the coffee farming business, because it creates jobs, profitable with a lot of opportunities in it, easy work to manage and also nice looking crop. This is the only way of building a permanent future in the coffee industry in Uganda and to succeed. On top of that all alternatives possible should be exploited to involve the youth and also pick interest in the coffee farming business i.e. sports

Let coffee farmers get also involved in other kinds of farming, like animal husbandry and using coffee as an entry point.

COMING TO YOU SOON IN OUR NEXT ISSUE:

Shade Grown, Bird Friendly, Specialty Coffees at the Alter of Sacrifice.....

Recent Developments in the Kibinge - Utz Kapeh Certification Project and its implementation process....

NUCAFE - NAADS partnerships, in relation with the Coffee as an entry point....

More coffee prices, And so much more....

Current coffee prices:

....replace with

properly selected

coffee plantlets

from the correct

nurserv

operators.....

Robusta Kiboko

700 - 800 UgX

Robusta F.A.O

1700 - 1800 UgX

Arabica:

2300 - 2400 UgX

(Bugishu Arabica)

RISING COFFEE PRICES GIVE FARMERS HOPE



RED CHERRIES OF THE ARABICA COFFEE READY FOR PICKING AND PULPING

By Joshua Kato

I sold one sack of coffee and it catered for all my Christmas and New Year's expenses. And I still have

enough money to take my children back to in February," school boasts Edward Ssempala, a farmer in Nakaseke, Luweero. Ssempala still has four sacks of coffee in his store. This situation is the same in other coffee growing areas like Masaka, Mubende, Bunyoro

...The quality of **Ugandan** coffee has improved.....

and the Mt Elgon region.

Rising coffee prices in the country have brought smiles on the faces of coffee farmers. All of a sudden, coffee trees that had been thought worthless are being remembered. "At around this time last year, we used to sell a kilo of coffee at between sh250 and sh500. However, a kilo now sells for between sh950 and sh1,200," says Ssempala.

There was also a sudden increase in the level of tonnage of coffee ex-

ported between October and November 2005. The amount of coffee exports rose b y 7 4 % Fred Luzinda Mukasa, an official with the Uganda Coffee Development Authority (UCDA), says, "The quality of Ugandan coffee has improved. This is one of the reasons we are getting better prices.

Other factors include a failed coffee produce in coffee power countries like Brazil and Costa-Rica. The tsunami in December 2004 also reduced the production of coffee in the far eastern countries like Vietnam Indonesia. a n d

The increasing prices have brought about a rush among farmers to replant the crop. Reports from coffee growing districts of Luweero, Kayunga, Masaka, Ssembabule, Rakai, Mubende, parts of Bunyoro indicate that coffee farmers are in a rush to re-organise their shambas.

However, clonal coffee, especially type that has no taproots does not perform well in Luweero and Nakaseke areas because the soils are stony. "Trees with tap roots can easily dig into the ground and tap water," Steven Kintu, an agriculture worker in Luweero explains.

That is why it has performed well in areas of Masaka and Mubende where the soils are less stony. However Luzinda warns that, "Farmers should try to maintain the quality of the crop to ensure better prices. They should not rush to harvest unripe coffee because of the price rise."

SOURCE: http://:www.newvision.co.ug/ weekly/farming.htm Wednesday, 11th January, 2006

TRADE BENEFITS ALL WORKERS

In recent years, it has become apparent that the new system of globalization and free trade has too often degenerated into one of crude exploitation of people and the environment in the developing world. Workers typically make scandalously low wages and work long hours under unhealthy, demeaning conditions, all in a political climate that makes it impossible, even dangerous, for them to organize to improve their lot.

Poor countries are locked in a vicious Catch-22 situation, what has been dubbed the "global race to the bottom" because they must use low wages, cheap natural resources and lax environmental standards to compete for foreign investment.

Three examples:

- * Haitian workers get paid 9 cents in labor for sewing a Disney sweatshirt that sells for \$25.
- * The United Nations has documented that wages for unskilled workers have dropped 20 percent to 30 percent in developing countries that open themselves to the free-trade system, a trend that is worsening with China's entry into the World Trade Organization.
- * When workers in a U.S. factory in Nicaragua tried to organize, the company fired them. When that was exposed in the U.S., the company moved to an Asian country where labor unions are prohib-

As one writer noted, when you see a really good deal in the store, it is almost certainly the result of overseas sweatshop conditions. It is an unfortunate but inescapable fact that the cheap consumer goods we buy are the last link in a chain that is based on the poverty of people who do not have the means or education to climb out of their misery. For those who scoff at this proposition, consider the myriad corporate scandals that have been exposed in the last year. If corporate leaders are willing to lie and defraud their own employees and investors in order to enrich themselves, how do you think they will treat a bunch of helpless Third World peasants?

Happily, there is a *Turn to page 5:*

FAIR TRADE BENEFITS CONTINUED:

From page 4: developing alternative for those who care about the broader implications of their purchasing: fair trade. Fair trade is based on a business model that puts workers and the environment first, not last. Fair-trade businesses buy from producers that are committed to the following criteria in their relationships with farmers and workers:

..... a business
model that puts
workers and the
environment
first....
buy gifts that
benefit those who
make as well.....

* Cooperative and healthy work-places that provide workers with a large degree of self-determination.

* Pay a "living

"living wage," i.e.,

one that ensures that workers are paid enough to meet their basic daily living needs.

- * Environmental sustainability.
- * Respect for cultural identity.
- *Transparency and public accountability in their trading relationships.

This is more than a politically correct marketing strategy. It really works. For example, millions of small- to medium-scale coffee growers all over the world have been devastated by plummeting prices in the last couple of years; fair trade farmers are thriving. Fair-trade concepts hold the promise of transforming globalization into a force that benefits the mass of humanity, not just the rich.

Because these businesses pay higher wages and because these goods are produced on a human rather than a massive corporate scale, they are somewhat more expensive. Most Fairbanks can afford it. This holiday season, why not buy gifts that benefit those who make as well as those who receive them? At this time, fair trade is a fledgling movement that is focused on coffee

and chocolate. Both products are available at Fred Meyer stores. Fair-trade coffee is sold at the Alaska Coffee Roasting Co. on Geist Road. Clothing and jewelry boutiques such as The Magic Carpet and the Brasil Nuts have unofficially been practicing fair trade for years. If you are interested in more information οn this topic, www.coopamerica.org. Coop America is an excellent nonprofit at the forefront of fair trade, "green consumerism" and socially responsible investing.

Larry Landry lives in Fairbanks.

Source: http://www.globalexchange.org/campaigns/fairtrade/coffee/1299.html

STARBUCKS SMELLING THE COFFEE

SEATTLE - The coffee urns at Starbucks Corp. aren't likely to run dry anytime soon, but the company is worried that its brisk growth could create a big problem: finding enough high-quality beans to satisfy demand for its lattes and macchiatos. The Seattle-based retailer is not only opening more than three stores a day but also planning to more than triple the number it runs -- to 25,000 worldwide.

Willard "Dub" Hay, senior vice president, voiced concern that someday there may not be enough ``Starbucksquality coffee available." It's not that Starbucks is using up all of the world's

....employ a fleet of agronomists;seek out potential suppliers and help them get their crops.....

coffee; it says it only buvs about 2 percent of the beans produced. But it is a major buyer of highquality coffee -- and there is much less of that to around nowadays.

get the beans it wants, Starbucks has always been willing to pay extra, currently an average of \$1.20 per pound, or about twice the market rate, said Ted Lingle, executive director of the Specialty Coffee Association, a trade group. But, as its needs increase, Starbucks is learning that paying more won't guarantee it all the beans it needs. So, to cut off future problems, it has opened a farmer-support office in Costa Rica, one of the world's biggest coffee producers.

...farms won't be able to continue producing high-quality coffee if they don't reduce agrochemical use...

Starbucks hopes eventually to employ a fleet of agronomists who, armed with laptops and four-wheeldrive vehicles. will seek out potential suppliers and help them get their crops up to par. It also is

revamping CAFE Practices, a program that rewards suppliers who make environmental improvements. The fear is that the farms won't be able to continue producing high-quality coffee if they don't reduce agrochemical use, conserve energy and otherwise upgrade how they treat the land the coffee is farmed on.

Starbucks says it also wants fairer treatment, higher pay and access to housing, water and sanitary facilities for farm workers -- not to mention an end to child labor on coffee farms. But activists and environmentalists criticize Starbucks over everything from its pervasiveness to its buying practices. While some applaud the company's recent efforts, others rip CAFE Practices for not going far enough.

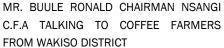
"What we'd like to see Starbucks do is really use its power to transform the industry," said Melissa Schweisguth of Global Exchange, a group that wants Starbucks to buy more coffee under so-called Fair Trade guidelines that promote better wages and working conditions and ask buyers to pay a minimum of \$1.26 per pound. Starbucks says that it is already a large purchaser of Fair Trade coffee but that there isn't enough that meets its standards.

S o u r c e : h t t p : / / www.globalexchange.org/campaigns/ fairtrade/coffee/1758.html THE COFFEE FARMER Page 6

COFFEE FARMERS ORGANIZED FROM WAKISO DISTRICT ATTENDING A SENSITIZATION WORKSHOP ON CONTROL AND MANAGEMENT OF COFFEE WILT DISEASE (C.W.D) IN COLLABORATION WITH COFFEE RESEARCH INSTITUTE (CORI)



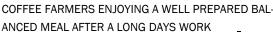
HAPPY FARMERS CHANTING AND SALUTING, THE NUCAFE SLOGAN "HOPE - NUCAFE, NUCAFE - HOPE"





MRS. LIZ LUSEESA TRAINING THE FARMERS ON PROPER COFFEE MANAGEMENT PRACTICES

COFFEE FARMERS INQUIRING ABOUT THE POSSIBILITY OF ERADICATING C.W.D IN THE NEAR FUTURE





ON THE TRAIL TO THE FIELD FOR A PRACTICAL SESSION

EVERY DETAIL, A FARMER JOTTING DOWN SOME DETAILS UNDER DEMONSTRA-TION COFFEE FARM-ERS SLICE THE COF-FEE BARK TO VIEW BLACK STRIPS OF C.W.D GERM PLASMA









MR. JOSEPH NKANDU EXECUTIVE DIRECTOR NUCAFE DEMONSTRATING THE SYMPTOMS OF C.W.D.



A FARMER DEMONSTRATING THE SPREAD OF PATHOGENIC SPORES USING WHITE POWDER AS AN EXAMPLE TO THE REST

COFFEE FARMERS TREATING THEMSELVES TO A WELL PREPARED COFFEE CUP BREAK DURING THE TRAINING SESSIONS ON CWD: MR. MUSAJJA ALUMBWA CHAIRMAN WAKISO C.F.A (Fore Center)



NUCAFE EVENTS IN PICTORIAL FORMAT



GOOD AGRICULTURAL PRACTICES, SOME OF THE GARDENS APPRECIATED BY MR. WOULTER AND THOMAS FROM BELGIUM UNIVERSITY

A COFFEE FARMER WITH WOULTER AND MR. NKANDU DURING ONE OF THE FARM VISITS TO ASCERTAIN THE CATCHMENT AREA OF A WET PROCESSING PLANT





A COFFEE FARMER
WITH THOMAS
AND MR. NKANDU
DURING ONE OF
THE FARM VISITS
TO ASCERTAIN
THE CATCHMENT
AREAS OF A WET
PROCESSING
PLANT

RILLA (DANIDA) SHARES A WORD ABOUT THE COURSE WITH CHRIS-TINE (ENVIRONMENTAL ALERT)





THE CIVIL SOCIETY , HUMAN RIGHTS ADVO-CATES CONSULTING WITH PRIOR STATE-MENTS MADE DURING THE TRAINING







THE FARMERS' GROUP DURING THE DISCUSSION IN ADVOCACY ISSUES, WITH PARTICIPANTS LIKE RILLA, MARIE, TONY, FLORENCE, JULIE, MATHIUS AND CALEB

MR. ROBERT MUSENZE
(NUCAFE) AND MISS BAGUMA
ALLEN (UDPA) POINTING OUT
AN ADVOCACY ISSUE





THE ADVOCACY TRAINING TEAM, IN FRONT OF THE RANCH ON THE LAKE RECEPTION ENTRANCE



FRESH GRADUATES IN THE TRAINING COURSE IN ADVOCACY LOOKING GREAT

We are on the web: www.ugandacoffee.org/nucafe www.avban.org/associations/nucafe2

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MISS ADA, ONE OF THE FEW FARMERS ON THE SLOPES OF MT. ELGON BENEFIT-ING FROM THE SELL OF FAIR TRADE COF-FEE THROUGH GUMUTINDO COFFEE.

FOR SUSTAINABLE QUALITY AND COMMERCIALISATION THROUGH FARMERS'ORGANISATIONS DEVELOPMENT

SERVICES FOR THE COMMON CODE INITIATIVE

In a sustainable coffee sector, farming needs to be efficient and productive to reduce the costs of production as well as to produce a good quality product with a high value. To make this objective tangible, during a constructive workshop in June in Feldafing (Germany), stakeholders and practitioners of the 4C met to develop a concept for capacity building activities and a "rolling out" strategy. The group discussed that a practical sustainability approach like the 4C has to provide services and tools to make farming more efficient and productive. During its three day workshop, the group agreed to present to the Steering Committee a proposal of four main services as the "heart" of the 4C initiative: a toolbox with good agricultural and management practices, an information service, a project platform and the verification of the code matrix. With a comprehensive toolbox to guide farmers on their way towards sustainability, both - political representatives and actors of the sector -may be convinced on the positive impact of the 4C initiative. As fifth service it was recommended to offer a benchmarking mechanism. All those services and tools will be elaborated and further modified in the different projects and capacity building activities co-operating with the 4C.

As requested by the Steering Committee, the group also developed a concept for a "4C Support Platform", which should guide the development of the services and link the field activities of interested projects or capacity building efforts with the further development of the initiative. In an advanced stage of this platform, the 4C initiative is aiming at cooperating with "focal points" in coffee growing regions. These local actors should stimulate the decentralization of the initiative and support farmers in their efforts to apply sustainability practices. Several participants of the meeting emphasized the importance of existing structures of e.g. coffee organizations in this context.

Building on the five mentioned services, the 4C initiative should get operational during the testing phase until 2006 and prepare the modification of the existing draft version of the Code Matrix referring to the results of different projects. Until end of the year, practitioners of the 4C network with its associated and co-operating projects will also test necessary tools and documents to make the system operational, such as registration templates, the self-assessment document and a tool for permanent monitoring.

The next steps to proceed in the development of services are workshops in Amsterdam (documentation and reporting system, July 27), Colombia (list of indicators, August 14-18) and the next meeting of the 4C Support Platform (Bonn, October 17-19). The Management Unit is already looking forward to the next constructive and positive discussion on a pragmatic approach to support coffee growers on their path towards sustainability.

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