



Private Alliances Improve Coffee Farmer Livelihoods

ACHIEVEMENTS

- Over 6000 farmers improved agronomic practices and post-harvest handling techniques. Because of the training, the **volume of coffee production increased** from less than 452 tons in 2008 to over 786 tons, an increase of 59%. In addition, improved coffee quality has resulted in increased income for farmers.
- Increased the **number of containers of coffee sold tenfold** – from 3 containers at the start of the project to over 30 containers during the 2010-2011 project years. Profits from these sales are reinvested, for example in the cooperative’s recent acquisition of 20 mini coffee washing stations.
- Six savings and credit cooperative organizations were formed and are providing financial services to over 2,500 farmers. **Members’ savings have increased** from 0 to 30,000 Ugandan shillings per month. Over 4,700 farmers have been trained on the importance of savings.

PRIVATE PARTNERSHIPS

- The project has attracted additional **investment** from other interested stakeholders, including Root Capital, Twin, and Equal Exchange.
- An **integrated** approach involving **gender, environment management, and financial services** facilitates sustainable change.
- Training farmers in better agronomic practices to **increase quality and quantity** of output is good for business growth but limited access to cash results in less profitable individual sales at harvest. **Credit from commercial financial institutions** is critical to ensure farmers address immediate cash needs.
- To be successful, a business entity has to simultaneously **engage in both supply and demand** stimulating interventions of its commodity. Concentrating on market development and putting less emphasis on deepening the supply of coffee will lead to disequilibrium.



QUICK FACTS

Since 2008, LWR and the Gumutindo Coffee Cooperative Enterprise have worked together to improve coffee value chains for over 6000 smallholder farms in Uganda. This partnership enables coffee farmers to:

- Adopt new farming techniques
- Increase yields
- Increase incomes

LWR has implemented development programs in Uganda since 1985, with a concentration in the Bugiri, Busia, Kapchorwa, Mbale, and Rakai Districts. LWR’s Uganda portfolio has included funding from the Food Resources Bank (FRB), United States Agency for International Development (USAID) and U.S. Department of State Bureau of Population, Refugees and Migration (PRM).

LWR’s partnership with large coffee and maize cooperatives in Uganda improved the quality as well as increased the volume of sales for both commodities. LWR’s coffee partnerships have enabled over 13,000 small-scale coffee farmers to directly export to specialty coffee and retail marketing outlets.

LOCAL PARTNER: Gumutindo Coffee Cooperative Enterprise

PROJECT PERIOD: April 1, 2008 – September 30, 2011

FUNDING: \$520,816