

Eastern African Fine Coffees Association (EAFCA)

4th EAFCA BREAKFAST & ANNUAL GENERAL MEETING

Presentation:

By

**Robert Waggwa Nsibirwa
Executive Director**

Saturday, 5th March, 2005

**Sun International Hotel
Victoria Falls
Livingstone, Zambia**



Contents

- Highlights of Activity Accomplishments 2003/04
- Membership Today
- Upcoming Activities - 2005
- Balance Sheet & Income Statement -2003/04
- Sustainability Model



Highlights of Accomplishments

Skill Building Workshops

57 members and their staff trained in....

- Post harvest handling
- Processing and milling for quality
- Cupping/ liquoring
- Roasting and blending
- Barista



Highlights of Accomplishments

Product Quality Enhancement

Enhanced appreciation of fine coffees among the producers/traders....

- National cupping competitions held by 9 chapters
- Regional taste of harvest
- Barista championship



Highlights of Accomplishments

Trade & Market Expansion

Increased awareness and international trade of fine coffees from the region

- 56 EAFCA delegates at the SCAA
- Representation at Sintercafe
- Market-tested coffee samples in the South African market
- Taste of Harvest held in the US and Africa
- National coffee weeks held in Kenya and Zambia



Highlights of Accomplishments

Market & Trade Links

Promoted business relationships...

- Coffee safaris in Africa
- Meet the Buyer events overseas
- Coffee clubs held locally



Highlights of Accomplishments

Africa & Its Coffees

...put Africa back on the World coffee agenda...

... by hosting annual international African Fine Coffee Conferences and Exhibitions



Membership Today!

Exclusive Benefits of EAFCA Membership

- **New Member Welcome Kit**
- **Bwana Kahawa Buzz**
- **Email Account**
- **Members Only Webpage**
- **Substantial Discounts on Training and Event Fees**



New Member Welcome Kit

- **Welcome Letter**
- **Membership Card**
- **Membership Certificate**
- **Calendar of Programs**
- **Recent Newsletter**
- **Fine Coffees Review**
- **Tee-shirt and Handbag**





Coffee Farmers to Gain From New Trading Rule

THE NATION (NAIROBI) February 1, 2005
Marketing of coffee is set to change once new rules for agents are implemented. The agents will now be required to give growers a minimum guaranteed return that ensures a certain payment on delivery. The minimum payment, which has been a bone of contention for many years, is intended to encourage the farmer to increase production which has been on the decline for more than a decade. According to Coffee Board of Kenya's Draft Rules for Direct Sales, the agent must pay the balance within seven days on receipt of the coffee sales proceeds. It has been alleged, on numerous occasions, that some marketing agents were not remitting proceeds on time.

[Click here](#) for the complete article

Brazil farmers replant coffee trees as prices rise

REUTERS February 4, 2005
Brazilian coffee farmers, flushed by a recovery in world prices, are replacing old coffee trees with new ones rather than expanding the total planted area, agronomists and producers said on Friday. Benchmark futures prices in New York hit fresh 4-1/2 year highs just above \$1.10 a lb on Friday and are expected to rise further this year in view of a forecasted 17 percent fall in output in Brazil, the world's biggest producer, and a likely global deficit in 2005/06.

[Click here](#) for the complete article

U.S. rejoins International Coffee Organization after 11 years

WASHINGTON NEWS September 15, 2004
The United States, the world's largest coffee consumer, announced it would rejoin the International Coffee Organization after an 11-year hiatus. "Our intention is to join as quickly as we can," US Assistant Secretary of State for Economic and Business Affairs Anthony Wayne said without fixing a firm deadline.

[Click here](#) for the complete article

Volume 1, Issue 1
Jan 31 - Feb 6, 2005

Tell Us What You Think!

EAFCA wants to hear from you. Please participate in an online survey to tell us what services you need most. [Click here](#) to share your opinions.

Feature Your Company on EAFCA's Website!

Advertising space is available on EAFCA's website. Get the exposure you need at a reasonable price. [Click here](#) for more information.

Refer a Friend!

Tell your friends about the benefits of EAFCA membership and save! For each new member that joins, you'll receive a \$25 credit good towards EAFCA conference, training, or advertising fees.

Coffee Fun Facts

Did you know that coffee improves your short-term memory and possibly also your long-term memory?

Bwana Kahawa Buzz

- Weekly Online Magazine
- Recent news articles
- Upcoming events
- Educational information
- EAFCA's new initiatives

Upcoming Events

February 18-20

Kenya National Barista Championship
Venue: Village Market, Nairobi, Kenya
[Click here](#) for more information

February 28

Regional Taste of Harvest
Finest coffees from Eastern Africa will be brewed and tasted!
Venue: Livingstone, Zambia
[Click here](#) for more information

March 1-2

Coffee Safari
Coffee buyers will meet with farmers in Mambuka, Zambia
[Click here](#) for more information

March 3-5

2nd African Fine Coffee Conference and Exhibition
Venue: Livingstone, Zambia
[Click here](#) for registration information

March 7-8

Quality Post Harvest Production and Milling Training Workshop
Venue: Mulenje Farms, Mambuka, Zambia
Trainers:
Daniel Akulu, Coffee Quality Institute, Ethiopia
Bob Oggood, Coffee Quality Institute, USA
[Click here](#) for registration information

March 7-9

Coffee Roasting and Cupping Training Workshop
Venue: Zambia Coffee Growers Association, Lusaka, Zambia
Trainers:
Sunilini Menon, Coffee Quality Institute, India
Paul Songer, Coffee Quality Institute, USA
[Click here](#) for registration information

April 15-18

Specialty Coffee Association of America's 17th Annual Conference and Exhibition
Venue: Seattle, Washington USA
Look in next week's BUZZ for more information



Email Address

yourname@africancoffee.org



Members Only Webpage

- **Membership directory**
- **Coffee news articles**
- **Resource and training materials**
- **Market information**
- **Ability to submit feedback to the secretariat on policy or other concerns**



Real Deal! Value for Money!

COSTS

BENEFITS

Annual Membership **US\$300**

Discount on WWC Conference registration

US\$55

Discount on WWC Exhibitor registration

US\$400

Training tuition (minimum 2 trainings)

US\$500

SCAA Conference registration discount

US\$100

Fine Coffees bulletin (6 times)

US\$ 60

Annual Coffee Review

US\$ 50

Trade and relevant information

US\$ 45

Promotion & business relationship activities

US\$155

International networking opportunities

Priceless

TOTAL COST: US\$300

TOTAL BENEFIT: US\$1,365



New Membership Policies

- **Corporate Membership: \$300 per year**
- **Term Membership: \$750 for three years**
- **No more Individual Membership**
- ***Introducing* Rolling Membership!**
 - **October – September Membership Year Abolished**
 - **Your 12 months of benefits begins on the day you pay**
- **Membership privileges for members who have not paid dues will cease as of March 6, 2005.**



Chapter Contest

The chapter with the most new members as of December 31, 2005 will win \$500 credit towards registration at the 3rd Annual Fine Coffee Conference and Exhibition in Tanzania. Prizes for 2nd and 3rd place are \$300 credit and \$200 credit respectively.



Members Can Earn Credit Too

Members in good standing will receive a \$25 credit for each new member that joins as a result of their referral. Credit can be applied to training, conference or advertising fees.



Program of Upcoming Activities

- **Specialty Coffee Association of America's 17th Annual Conference and Exhibition**
- **Meet the Coffee Buyer Event**
- **Taste of Harvest**
- **Quality Control and Cost Control Training**
- **Increased Profitability Potential through Differential Trading**
- **Coffee Brewing for Excellence**
- **Know Your Coffee: Market Access through Post Harvest Quality Controls**



Program of Upcoming Activities

- **Roasting and Blending for Competitiveness**
- **Barista Training**
- **2005 Tea and Coffee World Cup Exhibition and Symposium**
- **Trade Mission to Egypt and Hungary**
- **Sintercafe XIX: EAFCA Featured as Guest Region**
- **National Coffee Cupping Competitions**
- **Trade Mission to South Africa**
- **Coffee Clubs**



Balance Sheet

No liability 2004 and a CLEAN Audit 4 years in row

<i>Assets</i>	<i>2004 US\$</i>	<i>2003 US\$</i>
Non-Current	36,130	48,160
Current	103,245	195,123
Total	139,375	243,283
<i>Liabilities</i>	<i>2004 US\$</i>	<i>2003 US\$</i>
Reserves	107,589	180,759
Non-Current	--	21,899
Current	31,786	40,625
Total	139,375	243,283



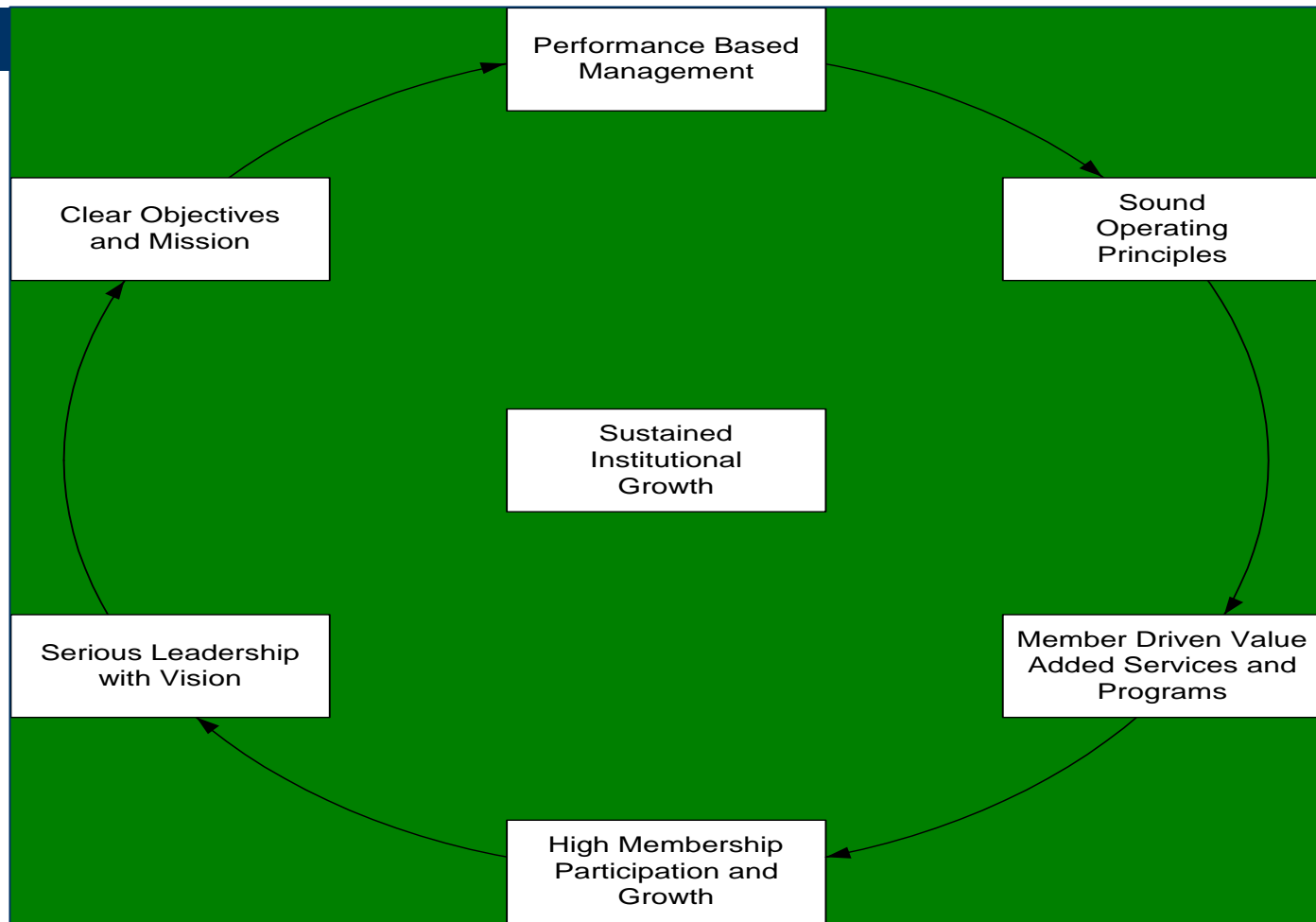
Income & Expenditure Statement

	2004	2003
Income	599,745	417,846
Administration	303,832	221,057
Programs and Activities	252,814	154,777
Total Expenses	556,646	375,834
Surplus for the Year	43,099	42,012

Share of EAFCA to Total Budget		
2002/03 Actual	2003/04 Actual	2004/05 Projected
5%	36%	51%



Sustainability Model



End!

**EAFCA is Providing the Opportunities ...
...Let us All Take Advantage of Them!**

Thank You!

