

AFRICAN FINE COFFEES REVIEW MAGAZINE

January - March 2026 | Volume 16



A TRIBUTE TO THE AFCA BOARD OF DIRECTORS: LEADERSHIP IN A DEFINING CHAPTER

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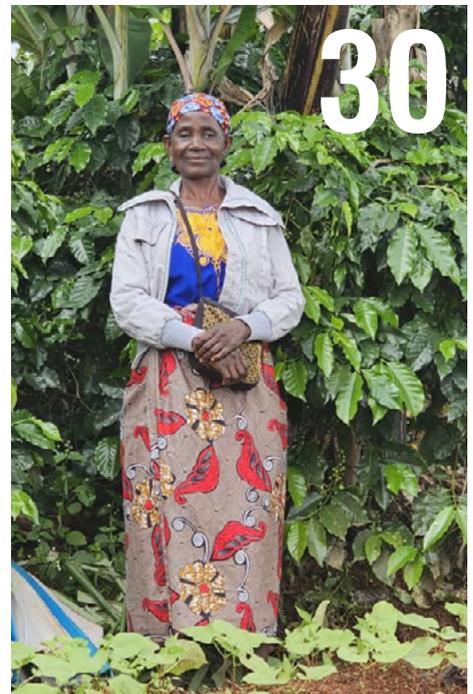


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Contents

▼ | IN THIS ISSUE

- 05 | A Word from the Executive Director
- 06 | Technology Adaptation: From Paper Stacks to Digital Systems
- 08 | Doing The Right Thing for People, Planet, and Community
- 12 | AFCA Strengthens Global Partnerships at ICO's 7th CEO & Global Leaders Forum in Honduras
- 14 | The Rainforest Alliance Regenerative Agriculture Certification for Coffee
- 17 | Africa's Coffee Shift From Ritual to Revolution
- 22 | IN-TEX Machinery Private Limited: Transforming Green Coffee Packaging Across Africa
- 25 | A Tribute to The AFCA Board of Directors: Leadership in a Defining Chapter
- 30 | Usingini Upland Coffee Malawi's Pride Brewing Beyond Borders
- 33 | Carbon Farming for Small Scale Farmers Lessons on Building a Fair and Practical Path Forward



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A WORD FROM THE EXECUTIVE DIRECTOR



Dear AFCA Members, Partners, and Coffee Community,

Welcome to Addis Ababa—and to the 22nd African Fine Coffees Conference & Exhibition and 3rd African Coffee Week. We are pleased to share this 16th edition of the African Fine Coffees Review Magazine with you as we gather in Ethiopia, the birthplace of Arabica, at a moment when African coffee is stepping into a new chapter—one defined by stronger regional collaboration, smarter systems, and deeper global engagement.

Across the continent, our members are investing in the future of coffee: from digital traceability and regenerative agriculture to new market linkages and consumer experiences. The articles in this edition reflect that evolution—showcasing how producer organizations, technology partners, and value-driven buyers are working together to build a more resilient and transparent value chain for African coffee.

I am also pleased to highlight AFCA's continued progress with the Taste of Harvest (ToH) program. Over the past months, we successfully completed national competitions in Burundi, Uganda, Tanzania, Kenya, and Ethiopia, with corresponding auctions scheduled for the coming months. These events not only recognize exceptional quality; they also create tangible opportunities for producers to access new buyers, demonstrate the potential of both Arabica and Robusta, and position African coffees more prominently on the global stage.

Over the coming days, this Conference will feature a rich program of policy dialogue, market insights, sustainability conversations, cuppings and safaris that connect buyers directly with African producers, the Regional Taste of Harvest Competition, the Africa Barista Championship, and an exhibition showcasing services, technology, and solutions for the African coffee sector.

On behalf of AFCA, I extend our sincere appreciation to our partners, sponsors, exhibitors, speakers, judges, and members whose continued collaboration makes these platforms possible. Your commitment strengthens AFCA's mission and helps ensure that African coffee remains visible, competitive, and valued globally.

To our Board of Directors, Chapters, Secretariat team, and the broader AFCA community—thank you for your trust and dedication. Together, we continue to elevate African coffee, create new opportunities for producers, and ensure that Africa's voice remains central in shaping the future of our industry.

With appreciation and solidarity,

Gilbert Gatali

Executive Director

African Fine Coffees Association

TECHNOLOGY ADAPTATION: FROM PAPER STACKS TO DIGITAL SYSTEMS

By: Salla Mankinen, CEO, Orijin; Nico Herr, COO, Mountain Harvest; and Gioia Lelli, Venture Builder, Brainforest



At Orijin, we believe the future of sustainable supply chains depends on reliable data and efficient operations. Our platform helps producers and cooperatives move away from fragile, paper-based systems into the digital era. We provide practical support for compliance with EUDR and other global regulations while putting business efficiency and traceability at the center of continuous organizational improvement. Orijin is more than software—it is a platform built for the realities of coffee production. It connects farmer and supplier management, impact surveys, processing, payments, quality assurance, and warehousing in one system. Compliance with EUDR, CS3D, Fairtrade, and Organic is embedded, turning regulation into daily practice. From protocols and out-turn analysis to inventory management, Orijin helps agribusinesses run smarter. With traceability reporting and digital payments, producers can serve farmers quickly, pay transparently, and keep clean records. Unlike lab-built systems, Orijin was developed in the field. It works offline, functions in remote regions, and is tested side by side

with producers—making it a true partner in today's compliance-driven marketplace.

Why Technology Change Is Really About People

Technology adaptation is never only about software—it is about people. For decades, cooperatives and producer organizations have relied on notebooks, receipts, and handwritten ledgers. Moving from this familiar system to a digital-first approach is not just a technical upgrade; it is also a cultural and behavioral shift. Making the leap requires courage, patience, and trust. Farmers, enumerators, and staff must set aside what they know and step into something unfamiliar that can feel intimidating. Past experiences with failed “quick fixes” have made many organizations cautious. Building confidence and showing real benefits is essential. Once teams begin to see their own data in action—improved quality, fewer errors, faster reports—the fear starts to fade. Belief grows, trust follows, and digital tools become part of daily practice rather than an external demand.

Rising Pressure from Regulators

Regulations are raising the bar for traceability and data quality across coffee supply chains. In Europe, the EUDR and stricter Organic requirements now expect precise, structured, and verifiable records. Paper trails alone can no longer keep up. For producers and cooperatives, every step—from farm mapping to processing and handling—must be documented in a way that is consistent, auditable, and transparent. Compliance is no longer a matter of collecting receipts or filling out forms at the end of the season. Authorities and buyers now expect real-time or near real-time data that proves where the product came from, how it was produced, and whether it meets sustainability and legal standards. This shift is more than a regulatory burden. It is also a market opportunity. Buyers are increasingly prioritizing partners who can provide trusted digital records. Digital systems allow organizations to not only comply with EUDR but also stand out as reliable suppliers in a global market where transparency is becoming a competitive advantage.

Case Study: Mountain Harvest Coffee

In Uganda, Mountain Harvest Coffee is an early adopter of digital tools and a leader in preparing for EUDR compliance. A data-centric company with a strong focus on impact and quality, Mountain Harvest had already invested heavily in smallholder benchmark studies and coffee traceability. This made them an ideal partner for developing Orijin within the East African context.

Together, we adapted Orijin's in-field tools to collect annual benchmark data on impact, internal inspection data for each farm plot, and production data for processing and warehousing. By following their rigorous data points, we were able to map a complete story. Years of handwritten records were transformed into analysis-focused dashboards, giving Mountain Harvest clarity and control.

Orijin's CEO, Salla Mankinen, worked side by side with the Mountain Harvest team to guide the transition. COO Nico Herr, Systems Assistant Walter, and Buying & Certification Manager Mercy Khisa led the painstaking process of translating years of operational data into a cohesive system. This was more than digitizing records; it was about transforming fragmented information into a structured system that now unlocks compliance, efficiency, and insight.

By working together, Orijin and Mountain Harvest created a model that other producer organizations can

learn from. The process demonstrated that with the right commitment, producers can use digital systems not only to meet regulatory requirements but to strengthen their businesses and open new opportunities.

Making Technology Adaptation Work in Practice

Through our work with Mountain Harvest and many other partners, we have identified practices that help organizations succeed in their digital transition:

- **Start with champions:** Change works best when motivated individuals inside the organization take the lead. These champions inspire colleagues and drive adoption.
- **Go step by step:** Rolling out everything at once creates overwhelm. Introducing modules gradually allows teams to see clear benefits before moving on.
- **Pilot first:** Begin in the office. Configure the system, test it with existing forms, and make sure the basics run smoothly before moving into the field.
- **Show the value:** When staff see improved quality, fewer errors, and more consistent results, belief in the system grows.
- **Build trust:** Many organizations have been disappointed by digital projects that failed to deliver. Proving reliability is the single most important factor for long-term adoption.

Beyond Compliance: The Bigger Picture

Technology adaptation is not only about meeting regulations. At its core, it is about resilience, transparency, and empowerment. The shift from paper to digital can be difficult, yet with the right approach it becomes a powerful opportunity for growth. The experience of Mountain Harvest in Uganda shows what is possible. What began as piles of handwritten records became a structured digital system that now enables compliance, efficiency, and access to new markets. It is a clear reminder that adaptation takes courage, trust, and collaboration. When these elements come together, the benefits extend beyond a single organization and strengthen the entire value chain.

DOING THE RIGHT THING FOR PEOPLE, PLANET, AND COMMUNITY

By Wana Chipoya, One BIGG Island in Space (OBIS)
Co-Founders: Michelle Fish & Bob Fish



A Vision Rooted in Relationships

Founded in 2018 by Michelle Fish and Bob Fish, One BIGG Island in Space (OBIS) was born from a simple but powerful belief — coffee should connect people, not just transactions.

OBIS transforms the coffee supply chain by forming meaningful, long-term partnerships with farmers, cooperatives, and communities across the globe. Rather than sourcing coffee through layers of middlemen, OBIS uses a Farm-Direct approach by building trust at the ground level with the farmers, families, and communities who make coffee possible.

- Our mission is to empower consumers to be the positive change agent, for poverty and the environment, in coffee-producing countries around the world.
- Our purpose is to put a name, a face, and a place for every cup of coffee you drink.
- Our vision is to improve the coffee-buying model from a commoditized marketplace to a direct-trade marketplace, creating both economic and environmental sustainability for all participants in the coffee supply chain.
- Our current goal is to ensure that BIGGBY COFFEE is 100% Farm-Direct by 2028. We began this project in 2018, and this year two milestones have been reached. First, BIGGBY COFFEE is now 50% Farm-Direct. Second, the BIGGBY Best blend is now 100% Farm-Direct. We are proud of these accomplishments: we love our coffee, and we can't wait to tell you more.

"We aim to use our platform to help makers get to



know the farms and producers we partner with and to cultivate a transparent connection.” – Michelle Fish

From Root to Cup: How OBIS Work

At the heart of OBIS is a guiding principle: Doing the Right Thing for People, Planet, and Community. This is not just a slogan, it’s the standard for every decision and partnership.

1. Treating People Right can include the following:

- Paying above poverty wages.
- Providing additional support in the form of good worker housing with kitchens and restrooms, access to potable water, medical care, free meals, and the like.
- No forced child labor.
- Providing a safe working environment with protective gear and showers.

2. Treating the Planet Right:

- No use of harmful or banned pesticides and herbicides.
- Regenerative farming practices that can include reforestation, protecting native plant and animal species, and composting.
- Protection of soil health through mulching and judicious use of cover crops.
- Good water management, including treating any wastewater from wet mill processing, smart irrigation, and water recycling.

3. Investing in Communities:

- It can look very different in every place we visit but might include:
- Building or supporting a local school.
- Providing community access to potable water.



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We aim to use our platform to help makers get to know the farms and producers we partner with and to cultivate a transparent connection.

– Michelle Fish



- Facilitating medical screening and other health services.
- Improving community infrastructure like roads and access to electricity.

Putting a Name, a Face, and a Place to Every Cup

In most coffee supply chains, farmers remain invisible to the end consumer. OBIS changes that by connecting every coffee to its story — the farmer’s name, their community, and the journey the beans take to reach the cup.

“When customers know who grew their coffee, they value it differently.” – Bob Fish

This storytelling creates transparency and deepens appreciation for coffee, turning a daily beverage into a bridge between cultures.

Expanding into Africa

While OBIS partners with producers worldwide, Africa holds a special place in its vision. With its rich coffee

heritage and unique terroirs, the continent offers unmatched opportunities to connect with producers who are making a difference in quality and community development.

Current OBIS efforts focus on connecting with African producers who:

- Commit to sustainable, ethical farming practices
- Invest in their local communities
- Believe coffee should be a relationship, not a commodity

In Mozambique and Sierra Leone, OBIS has already begun building Farm-Direct partnerships and ensuring their coffee stories are shared with the global market.

Why This Work Matters

Global coffee production faces serious challenges: climate change, market volatility, and economic inequality. Smallholder farmers, who produce most of the world's coffee, often face the greatest risks. OBIS addresses these challenges by:

- **Creating stability** – Long-term buying commitments give farmers financial security
- **Encouraging sustainability** – Working only with environmentally responsible producers



When customers know who grew their coffee, they value it differently."

– Bob Fish

- **Building equity** – Ensuring farmers receive a fair share of the coffee's final value

Join the Mission

OBIS is always seeking like-minded producers, partners, and coffee lovers to join its journey. If you are making a positive impact in your community, OBIS wants to hear from you.

Together, we can ensure that every cup of coffee tells a story of fairness, sustainability, and hope.

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AFCA STRENGTHENS GLOBAL PARTNERSHIPS AT ICO'S 7TH CEO & GLOBAL LEADERS FORUM IN HONDURAS

In October 2025, AFCA participated in the International Coffee Organization (ICO)'s 7th CEO & Global Leaders Forum (CGLF), held alongside the 140th Session of the International Coffee Council in San Pedro Sula, Honduras. AFCA was represented by Executive Director, Gilbert Gatali, and AFCA Chairman, Mr. Amir Hamza, who joined government leaders, private sector executives, research organizations, and coffee institutions from around the world.

During the Forum, Executive Director Gatali also served as a panelist in two high-level sessions: "Linking Farmers' Financial Needs to Global Funding Opportunities" and "Enabling Inclusive and Empowering Implementation of EUDR." His contributions helped elevate Africa's perspectives on equitable financing and regulatory readiness.

The four-day forum brought together global coffee sector leaders to discuss some of the most pressing topics shaping the future of coffee—from market volatility and geopolitics to living income, regenerative agriculture, EUDR preparedness, and the financial mechanisms needed to support producers. Sessions ranged from global market trend analysis, financing the future of coffee varieties, living and prosperous

income pathways, to logistics challenges in coffee exports, featuring perspectives from across Africa, Latin America, Asia, and Europe.

AFCA Signs Strategic MOU with ICO

A highlight of AFCA's participation was the signing of a Memorandum of Understanding (MOU) between AFCA and the ICO. The MOU formalizes a commitment for strengthened collaboration on:

- Knowledge-sharing and joint research
- Support to African producer organizations and national institutions
- Improved participation of African stakeholders in global dialogue

- Exchange and alignment on policy issues, including EUDR preparedness and sustainable value chains
- Joint action on market transparency, quality systems, and farmer livelihood initiatives

This partnership reinforces AFCA’s role as a leading regional platform advancing Africa’s voice within global coffee governance.

“Our collaboration with ICO supports our shared vision for a more prosperous and resilient African coffee sector. This MOU expands pathways for data, policy, and innovation to move more effectively between Africa and the global stage,” noted Executive Director Gilbert Gatali.

Africa’s Priorities in Global Dialogue

Throughout the Forum, AFCA’s leadership emphasized Africa’s centrality to the global coffee future and the need for equitable participation in shaping policy and investment decisions. Key themes aligned with AFCA’s ongoing work included:

1. Living and Prosperous Income

Sessions on the Living and Prosperous Income (LPI) Roadmap 2030 highlighted gaps and opportunities for producers across regions. Discussions included regenerative agriculture, mechanization, and the enabling conditions required for scaling these approaches. AFCA reiterated the need for Africa-specific pathways tailored to smallholder realities.

2. EUDR Preparedness

With EUDR implementation approaching, governments and private sector representatives examined national strategies, geolocation tools, and joint actions through the CPPTF. AFCA engaged in these discussions to ensure Africa’s challenges and opportunities are strongly represented in implementation frameworks.

3. Market Trends & Resilience

The opening session on global market trends—considering geopolitics, price shocks, and specialty market shifts—resonate strongly with AFCA’s members and ongoing market linkage initiatives.

4. Financing for Producer Communities

Panels exploring financial products, payment-for-ecosystem-services models, and scalable investment strategies highlighted the urgent need for financing systems that work for African producers. AFCA identified cross-learning opportunities and new entry points for collaboration.

5. Coffee Value Assessment and Quality Systems

Side events on the Coffee Value Assessment (CVA) and the new Q Program underscored the global transition toward shared, transparent quality frameworks—an area where AFCA has long been active through Taste of Harvest and regional cupping programs.

Strengthening Africa’s Global Position

For AFCA, participation in Honduras was not only about representation—it was about strategic alignment. The Forum offered a platform to:

- Advocate for Africa-focused policies
- Strengthen partnerships with global institutions
- Explore joint initiatives on sustainable production and living income
- Bring African producer realities into conversations often shaped elsewhere
- Secure deeper engagement with ICO’s technical workstreams

Chairman Amir Hamza emphasized, “Africa is one of the most dynamic coffee regions in the world, and our presence here ensures that African producers are part of global decision-making—not after the fact, but at the table where solutions are shaped.”

Looking Ahead

The AFCA–ICO MOU marks a new chapter of collaboration aimed at strengthening Africa’s participation in global policy spaces, improving market transparency, advancing living income pathways, and supporting national institutions across the continent.

AFCA will continue to engage actively with ICO and its members in the months ahead, ensuring the perspectives of African producers, exporters, baristas, and sector actors are represented in global conversations—while bringing back insights that strengthen the African Fine Coffee value chain.



The Rainforest Alliance Regenerative Agriculture Certification for Coffee



By Julius Ng'ang'a, Senior Director, East and Southern Africa, Rainforest Alliance

The new specialized certification solution provides coffee farmers and companies with a science-based standard to track their regenerative impact on soil health and biodiversity.

Over the years, Kenya's coffee journey has been marked by transformation. When coffee first took root in Kenya over a century ago, farmers quickly discovered that the way the beans were handled post-harvest determined the quality of the cup. The shift to drying beans on raised sun beds after full washing process was revolutionary — it kept the beans clean, allowed slow even drying, and set a new benchmark for excellence.

Good coffee returns fuelled the expansion of fully sun grown coffee farms in Kenya. What followed was remarkable growth in coffee production to an all-time high of over 128,000 MT of green coffee in the year 1988. But this was short lived. With time, the production of Kenya coffee declined to the current levels of about 50,000MT. Kenya is not alone in this journey — many coffee farmers across the world face the challenge of maintaining coffee production for the next generation..



Today, we stand at another turning point. The challenges of our time — declining soil health, unpredictable weather patterns, new pests and diseases, and the pressure on farmers' livelihoods — a call for a new revolution. One that goes beyond processing to the very heart of how we farm.

Regenerative agriculture, a climate-smart approach to farming, is emerging as a promising solution to help restore the ability of farming ecosystems to support sustainable farming while improving livelihoods. Recent studies show regenerative farming practices can improve farmer incomes by up to 20% to 30%.

"Markets need to move beyond a 'do no harm' mindset to one that repairs and restores. Now is the time to transition to a new model of agriculture—one where every cup of coffee gives back more than it takes from the land and the people who care for it. After years of research and collaboration with farmers and companies, we are proud to introduce a Regenerative Agriculture Certification to help drive this shift", said Julius Ng'ang'a, Senior Director for East and Southern Africa at Rainforest Alliance.

The Rainforest Alliance has integrated these principles into its Regenerative Agriculture Standard, providing farmers with a clear, science-based certification pathway for measuring progress and outcomes across five impact areas: soil health and fertility, climate resilience, biodiversity conservation, water stewardship, and livelihoods. By implementing these practices effectively, coffee producers can build more productive and resilient farms while unlocking new market opportunities through certification. Independent auditors periodically visit farms and companies to check that they are meeting the requirements of the standard. When they do, the farms practicing regenerative agriculture will be awarded certification—and only then may they display the Rainforest Alliance regenerative agriculture seal on their products.

"I have seen how practicing regenerative agriculture breathes life back into otherwise tired soils, restoring their structure while nourishing the tiny organisms within," said Ambrose Kirobi, chief agronomy manager, Coffee Management Services Limited, Kenya.

For companies, sourcing Rainforest Alliance Certified Regenerative coffee represents a strategic investment in producers who are better positioned to withstand climate shocks and contribute to more resilient, high-performing supply chains. It also enables brands to make stronger claims based on credible data, strengthen their Environmental, Social, and Governance performance, and meet growing consumer expectations with a trusted Regenerative Agriculture seal that means real impact. In turn, coffee drinkers can make more informed buying decisions and feel confident that their choices will support both farmers and the planet.

Rainforest Alliance has launched its new Regenerative Agriculture Standard, a specialized certification solution designed to help farmers and companies build more resilient livelihoods and restore ecosystems across tropical landscapes. Beginning this year (2026), certified regenerative products will bear a distinct seal, signifying to consumers that these products come from farms and companies that are committed to



enriching the land and the lives of those who live off it.

"The regenerative path requires humility to listen to nature, and courage to invest in the long term in an environment that often rewards the immediate," said Eric Ponçon, president, La Cumplida-Cafetalera NicaFrance, Nicaragua.

The Rainforest Alliance invites farmers and companies to start their regenerative journey, explore the requirements for Regenerative Agriculture Certification and start preparing for implementation. Whether you're just starting or scaling up your regenerative efforts, the Rainforest Alliance is here to support you every step of the way.



Picture this.

A coffee farm where soil is so rich and healthy, it holds water even in drought. Where the sound of birdsong fills the air. Where lush trees are so plentiful, you can hardly see that beneath them, coffee plants flourish.

That's regenerative coffee farming.

It doesn't just protect nature, it restores it. And with the new Rainforest Alliance Regenerative Agriculture Certification, your coffee farm or company can be part of a regenerative future—while reaping the benefits now.

To get started, visit rainforest-alliance.org/regen





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AFRICA'S COFFEE SHIFT FROM RITUAL TO REVOLUTION



By Gerd Müller-Pfeiffer,
International Coffee Consulting,
www.mueller-pfeiffer.com Alliance

Africa is no longer just a historical origin of coffee - it is becoming a fast-paced growth market, a hub for specialty, and a laboratory for premium consumer experiences.

Coffee as Culture: A Foundation of Heritage

In the Middle East and Africa (MEA), coffee is not merely consumed - it's celebrated. From the Ethiopian coffee ceremony to Saudi Arabian gahwa, coffee represents hospitality, identity, and community. Across the region, traditional preparation methods are being preserved, even as global specialty standards find their way into homes and cafés.

What's remarkable is how this cultural depth is now informing product innovation. Coffee mixology is on the rise—think cardamom-infused cold brews or saffron flat whites. These blends of tradition and trend are captivating younger audiences who seek experiences as much as beverages.

Consumption is growing, and so are expectations

Coffee consumption in Africa is accelerating, especially in urban centers like Cairo, Nairobi, and Cape Town. This growth is driven by an increasingly young, mobile, and curious population.

Consumers here are more digitally connected and globally informed than ever. They want quality, storytelling, and sustainability - without compromising on convenience. That means:

- **Third-wave cafés with transparent sourcing,**
- **Subscription-based cold brew deliveries, and**
- **app-based loyalty platforms in premium outlets.**

The Cold Revolution: Coffee Beyond Hot Cups

Cold coffee formats are no longer niche. Especially in the Gulf states and Northern Africa, where high temperatures meet youthful demographics, cold brew, nitro, and coffee-based mocktails are booming. Here's where the MEA region shines with creativity: local flavors like *date syrup, rose water, saffron, or clove* are being integrated into these beverages - creating a unique regional coffee identity that resonates globally.

Sustainability Goes Mainstream

Gen Z and Millennial consumers are making their voices heard. They expect ethical sourcing, traceability, carbon-neutral operations, and sustainable packaging.



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From Ethiopia to Egypt,
women are gaining visibility
and leadership in coffee -
be it as farmers, exporters,
roasters, or café owners.

As a result, MEA-based roasters and cafés are shifting from commodity chains to **direct relationships with African producers**. Rwanda, Kenya, Ethiopia, and Tanzania are seeing more interest from regional buyers who want **farm-to-cup narratives** and real impact. In Dubai, I highlighted several roasters working directly with East African cooperatives - enabling better margins for farmers and more authentic positioning for brands.

Women Rising: Changing the Face of Coffee

From Ethiopia to Egypt, women are gaining visibility and leadership in coffee - be it as farmers, exporters, roasters, or café owners.

Initiatives across the region are supporting **female entrepreneurship, training, and financing**. In Nairobi, women-led roasteries are thriving. In Cairo and Cape Town, new cafés are being opened and operated by young women defying convention.

This transformation is not just about equity—it's about unlocking the full potential of MEA's coffee value chain.

Technology, Premiumization & Lifestyle

MEA coffee drinkers are early adopters of smart technology. App-based ordering, AI-driven personalization, and smart machines with brew profiles are becoming standard in premium outlets.

Coffee is increasingly viewed as a lifestyle marker, not

just a functional beverage. The rise of:

- **Coffee sommeliers,**
- **Sensorial tasting events, and**
- **Exclusive subscription models**

...reflects a strong move toward luxury coffee experiences - especially in the UAE, Saudi Arabia, and South Africa.

Looking Ahead: Local Roots, Global Wings

So, what's next? Based on what I observed in Dubai and beyond, the future of coffee in MEA lies at the intersection of:

- **Local pride** in cultural and agricultural heritage, and
- **Global inspiration** from the specialty movement, sustainability frameworks, and digital innovation.

Storytelling, authenticity, and meaningful engagement will be the pillars of coffee growth in MEA. This region is not just catching up—it is beginning to lead.

Final Thoughts: A Region on the Rise

From my keynote stage in Dubai to conversations with roasters and entrepreneurs, one thing became clear: **MEA is positioning itself as a global player in coffee** - with local producers, women leaders, and tech-savvy consumers driving the transformation.

The Middle East and Africa are not just part of coffee's past - they are shaping its future.



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UNLOCKING A SUSTAINABLE FUTURE

for African coffee with the International Trade Centre's Alliances for Action

The International Trade Centre's Alliances for Action initiative is driving the transformation of Africa's coffee sector by empowering youth and enhancing competitiveness across the value chain. Through the ACP Business-Friendly Programme, funded by the European Union (EU) and the Organisation of African, Caribbean, and Pacific States (OACPS), we are fostering product diversification, promoting value addition at origin, and building sustainable market linkages.

Join us in creating a resilient, innovative, and sustainable future for African coffee – one that adds value at every step, from farm to cup.

For more details visit:
www.intracen.org

Write to us at:
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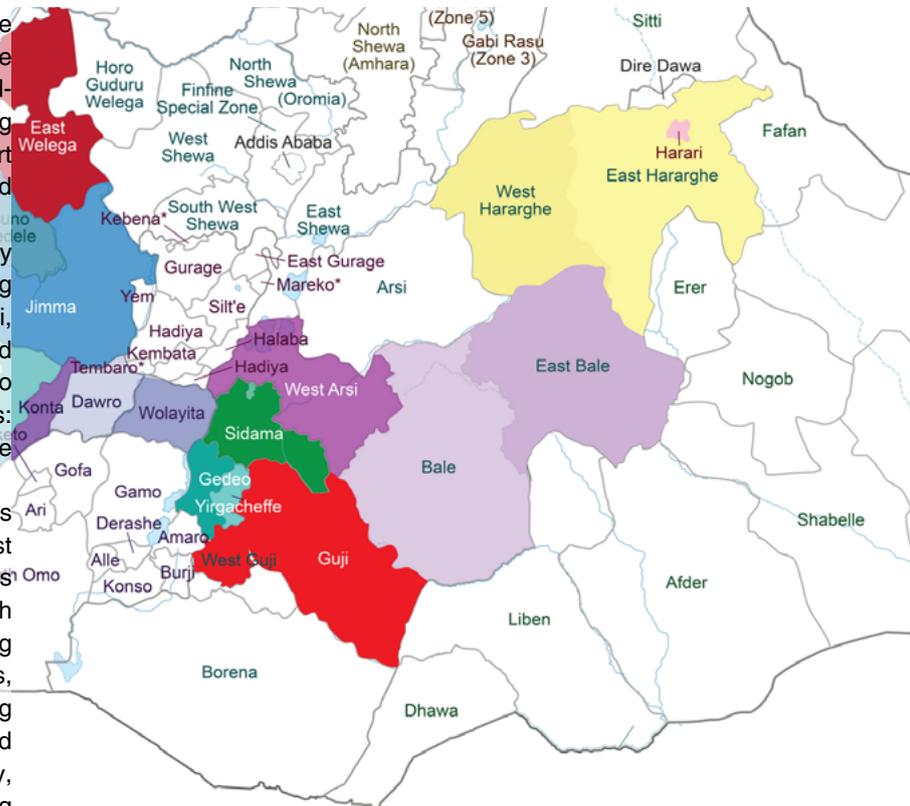


TRACON COFFEE



Tracon Coffee Export has specialized in shipping the finest Ethiopian Arabica coffee to markets around the world for more than three decades. A proud third-generation coffee trading, farming, and processing company, Tracon has broken multiple local export records while building a legacy rooted in quality and trust.

With a unique site-selection approach for specialty coffee, the company now operates 65+ washing stations of mostly specialty coffee sites across Guji, Yirgacheffe, Sidamo, and Limu Ethiopia's renowned high-altitude coffee-growing regions. Tracon also manages multiple farms, including two major estates: one in the highlands of Limu Gera and another in the Bench Maji zone near the village of Geisha. Equipped with nine dry mill lines and certified across multiple farms and washing stations under Rainforest Alliance, Organic, and Fair Trade standards, Tracon is deeply involved in every stage of the value chain. Each year, the company experiments with new processing techniques to create distinctive flavor profiles, remaining hands-on from farming and drying to milling and export. A well-structured management and processing system ensures consistency, traceability, and long-term partnerships built on delivering exceptional Ethiopian coffee.



@traconcoffeeexport



@issamcoffee

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THE NEW SPIRIT OF AFRICA

A STAR ALLIANCE MEMBER 

N-TEX MACHINERY PRIVATE LIMITED

Transforming Green Coffee Packaging Across Africa

By Mitesh Patel, Managing Director, N-TEX Machinery Private Limited



Empowering the Coffee Value Chain with Sustainable Innovation

Since 1972, **N-TEX Machinery Private Limited** has been a trusted partner to the world's coffee industry, pioneering solutions that elevate agricultural packaging, enhance export compliance, and support the rich traditions of coffee cultivation across continents. Based in Ahmedabad, India, and proudly ISO 9001:2015 certified, N-TEX delivers a unique suite of machinery, consumables, and technical support — tailored for green coffee producers, traders, exporters, and packers across Africa and beyond.

Africa's vibrant coffee sector is renowned for high-quality beans, diverse terroir, and a dynamic export culture. At each step from farm to global consumer, packaging plays a critical role in **preserving flavor, protecting quality**, and expressing the rich identity of origin. This is where N-TEX excels: with over 50 years of experience, the company is recognized for enabling coffee exporters to meet international food-grade standards, improve efficiency, and promote a sustainable, modern image of African coffee.

Complete Packaging Solutions under One Roof

N-TEX Machinery offers an integrated one-roof solution for **green coffee jute bag packaging and printing** — an approach that delivers superior results for coffee-

growing estates, co-operatives, exporters, and logistics partners. The suite includes:

Jute Bag Flexographic Printing Machines:

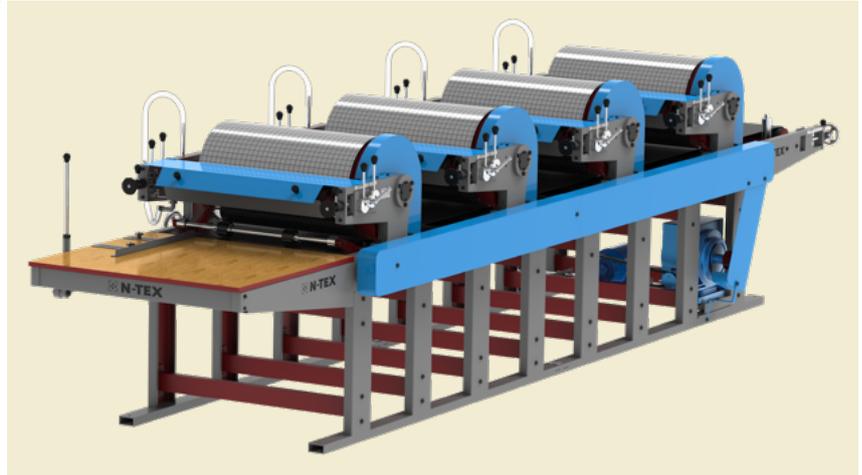
Precision engineering offers 1 to 8 color printing options for jute and gunny bags, supporting both traditional and contemporary branding needs. With speeds up to 2,200 impressions per hour and minimal setup time, N-TEX machines deliver professional quality, reliability, and versatility — ideal for bulk exporters and specialty producers.

Food-Grade Water-Based Inks: Custom-formulated to adhere strongly to jute fibers, N-TEX inks are vibrant, odor-free, and compliant with global food safety regulations. Available in standard and custom colors, these inks enable exporters to combine strong branding with product safety.

Rubber Stereos and Mounting Tapes: For distinctive origin marks, QR codes, license number, batch details, and logos. N-TEX supplies durable rubber stereos (blocks) and precision mounting tapes to ensure clarity, repeatability, and operational speed.

Bag Closing Conveyors and Industrial Stitchers:

High-performance closing lines for secure, contamination-free final packaging — reducing spillage, labor, and time.



Fresh, Unprinted Jute Bags: Food-safe, export-approved jute bags are available in standard and custom specifications, ensuring every client’s brand and compliance needs are met.

Jute Bags and Hermetic Storage Bags:
Safeguarding Coffee Quality from Farm to Port

N-TEX offers a full range of traditional, food-grade jute bags — trusted worldwide for breathability, durability, and eco-friendliness, essential for preserving the freshness and aroma of green coffee during export and storage.

For exporters seeking advanced protection, N-TEX also supplies hermetic storage bags, which provide a next-generation barrier against oxygen, moisture, and pest infestation. These multilayer, airtight bags create a mini – controlled atmosphere that stops mold growth, prevents insect damage without chemicals, and preserves the original taste and fragrance of green coffee — sometimes for over 12 months in challenging climates.

Hermetic bags dramatically reduce losses due to spoilage, extend shelf life, and support sustainability goals by eliminating the need for chemical fumigation — helping growers and exporters command higher prices and deliver consistent quality to demanding buyers worldwide.

Both jute and hermetic solutions are available to N-TEX clients, tailored for their supply chain needs from co-operative to modern export hub.

Sustainability at the Heart of Coffee Packaging

Modern coffee buyers and consumers are driving a profound shift toward ecology-friendly practices. Jute, a natural, biodegradable fiber, remains the gold standard for export packaging in coffee — meeting the world’s expectations for environmental stewardship and safe food contact.

N-TEX strongly advocates for sustainable packaging in agriculture. By partnering with co-operatives, marketing boards, and private estates, the company helps drive transitions away from single-use plastics and outdated printing techniques toward efficient, sustainable flexographic printing on jute. Each product is designed to minimize energy use, reduce waste, and promote eco-credentials at every level of the supply chain.

Flexographic Printing: Elevating Coffee Brands

Traditional hand screen printing, still common in rural settings, is labor-intensive, inconsistent, and often fails modern export requirements for hygiene and traceability. N-TEX’s flagship Sheetfed Flexographic Printing Machine brings next-generation benefits to coffee packaging:

Instant Drying: Rapid-curing inks mean no more bottlenecks or storage delays.

Consistent Quality: Engineered for repeatable, sharp images — essential for origin protection and anti-fraud measures.

High Productivity: Print thousands of bags daily, reducing lead time and operational costs

Multi-color Designs: Enable rich branding, adding shelf appeal and communicating the story behind Africa’s unique coffees.

Why AFCA Members Depend on N-TEX

As an AFCA member, N-TEX is committed to supporting the success of all association partners, big and small. Its solutions deliver:

Export Readiness: Machinery and inks meet certification standards for US, EU, and Asia-Pacific coffee markets.

Brand Enhancement: Professional, attractive packaging secures better prices and recognition in global markets.

Customization: Tailored machines, inks, and materials to suit co-operatives, independent estates, and major exporters.

Technical Support: Responsive, expert in-house team assists from project inception through commissioning and after-sales care.

Scalable Solutions: Whether printing 10,000 or 1 million bags, N-TEX adapts to unique business needs.

Featured Success: African Coffee Exporters

In East and West Africa, N-TEX machines and consumables are already helping renowned estates and exporters build trusted brands. With robust service, multilingual support, and fast logistics, customers are empowered to print their own logos, traceability codes, and value-added designs—turning every jute bag into a brand ambassador.

Visit Us at World of Coffee, Dubai 2026

As part of AFCA's vibrant community, N-TEX Machinery will be featured at the World of Coffee, Dubai 2026 —

one of the world's premier coffee events. Attendees are invited to visit the AFCA stall as well as and meet the N-TEX team in person at N-TEX Stall:

This is a unique opportunity for coffee professionals, producers, exporters, and packaging partners to experience firsthand the capabilities that set N-TEX apart in the industry.

Closing Message

For more than five decades, N-TEX Machinery Private Limited has brought innovation, reliability, and sustainability to the coffee packaging sector. As the industry pioneers a brighter, greener future, N-TEX stands ready to support Africa's coffee community with best-in-class solutions and a shared commitment to growth.

*Let your coffee bags speak your brand;
partner with N-TEX Machinery for the next
chapter in African coffee's global story.*

Contact: N-TEX Machinery Private Limited,
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Mobile & WhatsApp: +91 80008 55577
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A TRIBUTE TO THE AFCA BOARD OF DIRECTORS: LEADERSHIP IN A DEFINING CHAPTER

Over the past several years, the African Fine Coffees Association (AFCA) has undergone one of the most significant periods of transformation in its history. This journey was not driven by a single individual, nor by a single decision. It was shaped by a Board of Directors that chose unity over division, service over self-interest, and long-term institutional strength over short-term gain.

On behalf of the AFCA Secretariat, we extend our sincere appreciation to the outgoing Board of Directors for their leadership, commitment, and stewardship during a defining chapter for the Association.

Restoring Trust and Strengthening Governance

When the current Board assumed responsibility, AFCA's first and most urgent task was to restore trust — with members, partners, and the broader coffee sector. The Board led a comprehensive effort to strengthen governance, clarify the roles and responsibilities between the Board and the Secretariat, and re-establish accountability across the organization.

Critical but often unseen work was undertaken: securing AFCA's assets, enforcing financial discipline, engaging independent legal counsel, updating policies in line with global best practices, and restoring compliance with statutory requirements, including the consistent filing of annual returns. These reforms were not highly visible, but they were essential. They laid the foundation upon which AFCA's renewed credibility now stands.

Rebuilding the Secretariat and Institutional Capacity

The Board also recognized that AFCA's success depends on a strong and professional Secretariat. Under its guidance, new leadership was recruited, management structures were strengthened, staffing gaps were addressed, and long-standing obligations to staff and partners were resolved.

Regular Board meetings resumed, and work plans, reporting, audits, and transparency once again became standard practice. With these systems in place, AFCA regained its rhythm — and its confidence as a continental institution.



Strategic Direction and Financial Recovery

A major milestone of this period was the development and adoption of the AFCA Strategic Plan 2025–2027, which repositioned the Association around clear priorities: delivering real value to members, strengthening global market linkages, advancing sustainability and climate resilience, reinforcing advocacy, and ensuring institutional and financial strength.

In parallel, the Board oversaw a remarkable financial recovery. From a position of severe constraint, AFCA restored reserves, completed long-overdue audits, and returned its flagship conferences to profitability — generating surpluses in Rwanda, Ethiopia, and Tanzania that now underpin the Association’s future stability and programming.

Reconnecting AFCA to Africa and the World

Under the Board’s leadership, AFCA re-established its relevance on the continental and global stage. Strategic partnerships were renewed and expanded with organizations such as the Coffee Quality Institute (CQI), the Inter-African Coffee Organisation (IACO), the International Women’s Coffee Alliance (IWCA), and the International Coffee Organization (ICO).

Equally important, AFCA regained the confidence of key development partners, including USADF, GIZ, ENABEL, and the International Trade Centre (ITC). Once again, AFCA has a respected seat at the global coffee table — representing African producers, exporters, and institutions with credibility and purpose.

Reviving Flagship Programs and Member Engagement

The Board’s impact has been visible across AFCA’s flagship programs. Taste of Harvest returned stronger and more strategically positioned, with growing participation and confidence among producers. The African Barista Championships came back with record engagement. The AFCA Coffee Campus, now accredited as a CQI Q-Venue, stands as a long-term investment in Africa’s next generation of coffee professionals.

Membership engagement has rebounded across the continent, supported by improved systems, clearer communication, and renewed trust. Countries such as Tanzania have demonstrated strong participation through membership growth, survey responses, sustainability assessments, scholarship applications, and active involvement in AFCA initiatives.

A Legacy of Service — and a New Chapter Ahead

The challenges faced during this period were real: financial strain, mistrust, dormant structures, and the broader pressures facing the global coffee sector. Yet these challenges sharpened AFCA’s focus and strengthened its discipline. Today, AFCA no longer needs rescuing. It needs elevating.

As we close this chapter, the AFCA Secretariat expresses its deep gratitude to the outgoing Board of Directors for their dedication, integrity, and service. Their leadership has left AFCA stronger, more credible, and better positioned to serve its members and the African coffee sector as a whole.

At the same time, we warmly welcome the incoming Board of Directors as they take on the responsibility of guiding AFCA into its next chapter. The foundation is strong. The task ahead is to build higher — with clarity, inclusivity, innovation, humility, and a continued commitment to service.

AFCA is back. AFCA is strong. And together, we look forward to the next chapter



“

The Board led a comprehensive effort to strengthen governance, clarify the roles and responsibilities between the Board and the Secretariat, and re-establish accountability across the organization.

AFCA Board of Directors



AMIR HAMZA
Chairman of the Board.
Tanzania Chapter Chair



KARUGU MACHARIA
Vice Chairman of the Board.
Kenya Chapter Chair



GIZAT WORKU KEBEDE
Treasurer of the Board.
Ethiopia Chapter Chair



KENNETH M. BARIGYE
Secretary of the Board



KAMBALE K. KAMUNGELE
DRC Chapter Chair



BERTRAND GAKO
Cameroon Chapter Chair



NKURUNZIZA ALEXIS
Rwanda Chapter Chair



NATASHA WALLACE
South Africa Chapter Chair



MACKSON, D. NG'AMBI
Malawi Chapter Chair



ALAN ZUKAS
Zambia Chapter Chair



EPHREM SEBATIGITA
Burundi Chapter Chair



UGANDA COFFEE: ROOTED IN NATURE, DEFINED BY FLAVOUR



Uganda is strengthening its position in the global coffee market through science-driven flavour profiling that captures the country's exceptional agroecological diversity. Drawing on more than seven years of research (2014–2021) and over 700 coffee samples, Uganda has mapped distinct sensory identities across seven agroecological zones, revealing six unique Robusta profiles and four Arabica profiles.

This approach moves Uganda beyond volume-based narratives toward origin differentiation. Farmers better understand their competitive advantages, traders and exporters market coffee by provenance, and roasters design targeted flavour experiences for an increasingly sophisticated global consumer base.

Uganda Coffee Flavour Profiling – At A Glance



7 Agro-ecological
Zones



700+
Samples Analysed



2014–2021
Study Period



6 Robusta Profiles



4 Arabica Profiles



11 Core Sensory
Attributes

USINGINI UPLAND COFFEE

MALAWI'S PRIDE BREWING BEYOND BORDERS

It's more than coffee. It's culture, art and passion poured into every cup.

From Malawi's Highlands to the World

Tucked in the rolling highlands of northern and central Malawi, where the slopes overlook the glittering waters of Lake Malawi, a quiet revolution is taking place. Farmers in Chitipa, Rumphu, Mzimba, Nkhatabay, Ntcheu, Ntchisi and beyond have come together under a common vision: to craft a coffee brand that reflects Malawi's soul and ambition. The result is Usingini Upland Coffee, a name now synonymous with authenticity, quality and community empowerment.

The story begins at FECKO Farm in Nkhata Bay District, some 50 kilometres northeast of Mzuzu. Nestled within the Great Rift Valley, this farm became the birthplace of Usingini Upland Coffee. What started as a local initiative soon grew into a movement that not only produces exceptional coffee but also transforms rural livelihoods across the region

Flavour of the Uplands

Coffee lovers around the world know that the best beans carry the signature of the land. Usingini Upland Coffee is no exception. Malawi, blessed with fertile soils and abundant water resources, provides the perfect environment for coffee cultivation. Here, beans ripen slowly, absorbing the richness of the upland terroir before being



hand-picked and processed with meticulous care.

Every cherry is carefully sorted by hand, ensuring only the ripest are used. They are then dried naturally on raised African beds for 35–40 days, turned frequently to achieve even drying. Once the ideal moisture level is reached, the beans are manually de-hulled, graded and packed. This artisanal process preserves the coffee's unique aroma and full-bodied flavour.

The result? A cup that is smooth yet bold, with a delightful balance of fruity notes and a lingering sweetness that invites another sip. Whether savoured as freshly roasted beans, ground coffee or green beans for discerning roasters, Usingini Upland Coffee offers an



experience that goes far beyond taste and it tells the story of Malawi itself.

Beyond the Cup: Coffee with Purpose

For Usingini, coffee is not just a product but a mission. The company's vision is bold: to be the number one supplier of high-quality coffee worldwide. Its mission emphasises not only meeting the demands of clientele but also safeguarding

the environment and uplifting communities along the way.

The core values of ethics, oneness and environmental friendliness are woven into every step of the journey. Usingini does not just market coffee; it nurtures a culture of sustainability and responsibility.

Importantly, the brand is reshaping Malawi's rural economy. Smallholder farmers form the backbone of the supply chain and their livelihoods are improving as Usingini creates market opportunities, technical support and fair compensation.



Brewing Hope for Youth

One of Usingini's most innovative initiatives is the Coffee Shop Franchise model. Recognising the challenge of youth unemployment, the company offers young people the chance to run coffee shops under the Usingini brand. Equipped with resources, training and mentorship, these entrepreneurs are not only promoting local coffee culture but also building sustainable livelihoods.

This approach transforms coffee from an agricultural commodity into a platform for empowerment. Each franchise is a hub where culture, commerce and community meet and where the next generation can build businesses of their own.

So, What Makes Usingini Different?

For some the common question would be that in a global coffee

market crowded with big names, what makes Usingini Upland Coffee unique? Well. The answer is simple. Firstly, there is authenticity as every bean is grown by smallholder farmers, rooted in Malawian soil and tradition. The artisanal process also makes it unique as from hand-picking to natural drying, the brand preserves traditional methods that highlight quality over quantity. Then there is the element of social impact because when people see Usingini, they know it is more than a product. It is a movement that keeps uplifting farmers, creating youth employment and investing in communities. Then there is the element of environmental stewardship because practices at Usingini emphasise sustainability and environmental protection, aligning with global expectations for responsible sourcing. The issue of versatility is not to be forgotten as by offering roasted beans, ground coffee, green beans and branded accessories, Usingini caters to diverse consumer preferences. This combination of quality, impact, and sustainability positions Usingini as a brand ready to compete on the world stage.

All Eyes on Dubai

As the world prepares for the World of Coffee event in Dubai, January 2026, Usingini Upland Coffee will stand proudly among Africa's finest. For international buyers, baristas and enthusiasts, this will be an opportunity to experience coffee that is not only rich in flavour but also in story and purpose.

Distributors will find in Usingini a partner aligned with global values of traceability, fairness and environmental consciousness. Consumers will discover a cup that connects them to Malawi's uplands and its vibrant communities. And coffee lovers will encounter something rare, a brand where every sip contributes to a larger cause.

The Future in Every Bean

Usingini Upland Coffee is not just about today's cup. It represents Malawi's aspiration to "rise up the ladder," as envisioned in the Malawi 2063 development agenda. By focusing on high-quality production, ethical practices and innovation, Usingini is helping to position Malawi as a rising force in specialty coffee.

With the right support, the brand envisions expanding its reach into new international markets, building more coffee shop franchises and continuing to empower farmers and the youth. Usingini's ambition is not modest, it is global. Yet its foundation remains firmly planted in the hillsides of Malawi, where passion, tradition and innovation come together.

A Culture, An Art, A Passion

For Usingini, coffee is not just a drink; it's a culture, an art and a passion. It's the story of farmers who nurture each cherry with care, of youths who find hope through franchise opportunities and of a nation seeking to make its mark on the global coffee map.

As the AFCA community looks ahead to Dubai and beyond, Usingini Upland Coffee stands as a symbol of what is possible when tradition meets ambition. It is proof that the Warm Heart of Africa has something remarkable to share with the world and it comes in every cup of Usingini Upland Coffee.





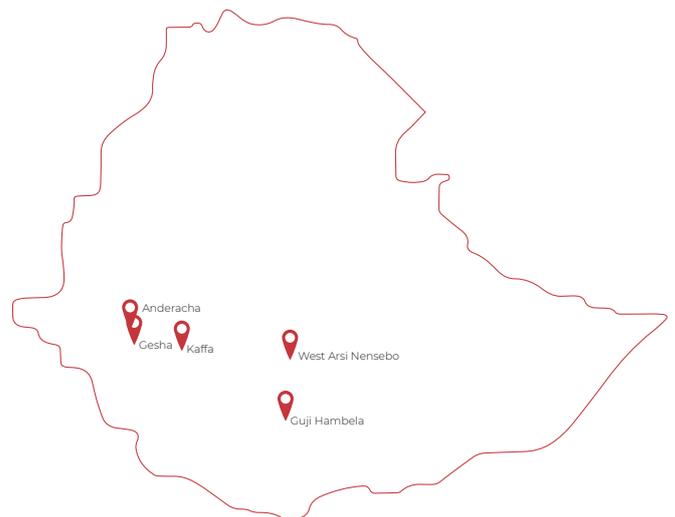
Traceable; Certified and Organic

At Tega & Tula Coffee Estate, where we take pride in presenting a thoughtfully curated selection of Ethiopia's finest coffee varieties produced from the UNESCO-protected highlands of Kaffa and Sheka, the birthplace of the world's first indigenous coffee, to the fertile lands of Guji and West Arsi.

Discover the allure of our one-stop diversified Estate, seamlessly bringing together the unique flavors of Ethiopia's distinct coffee regions. Our beans are meticulously sourced directly from our 1140-hectare coffee farmlands located in Kaffa, Anderacha, and Gesha woreda, as well as from our four eco-friendly washing stations in Guji Hambela (Dame Dabaye, Benti Nenka, and Buku Saysa sites) and West Arsi (Nensebo) sites.

Beyond our exceptional coffee, Tega & Tula embraces sustainable and climate-smart farming practices, safeguarding the integrity of our precious forests. Our commitment to environmental responsibility extends to our eco-friendly washing stations, featuring innovations like solar drying panels. These initiatives not only underscore our dedication to the environment but also position us as a leading producer, processor, and exporter of high-grade Arabica coffee in Ethiopia. We guarantee end-to-end value chain oversight and block-level traceability.

Join us in celebrating the richness of Ethiopian coffee culture, where every bean tells a story of tradition, sustainability, and unparalleled quality.



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CARBON FARMING FOR SMALL SCALE FARMERS

LESSONS ON BUILDING A FAIR AND PRACTICAL PATH FORWARD

By Sweeny Binsari, Climate and Natural Resources Manager, Solidaridad East and Central Africa



Across East Africa, small-scale farmers are using proven methods to protect their soils, adopting approaches such as minimum tilling, intercropping, cover crops, agroforestry, and biochar. These methods are helping them adapt to climate pressures while improving productivity.

Over the past five years, our collaboration with small-scale farmers has enabled us to establish a more nuanced understanding of the conditions under which carbon farming can be viable, fair, and accessible. Through our National Postcode Lottery-funded Climate Heroes project, engaging 50,000 small-scale coffee farmers in Kenya and Uganda, and earlier pilots with Rabobank, we have seen firsthand both the opportunities and the obstacles. So what have we learned?

Carbon income alone cannot sustain small-scale farmers

When we began our pilot in Uganda in 2020, 1,104 small-scale coffee farmers practicing agroforestry collectively sequestered around 1,771 tonnes of CO₂. At a payment rate of €21.50 per tonne, it generated meaningful but modest returns; helpful, but not transformative.

"I have planted bluegrass to curb soil erosion during rainy seasons. During dry seasons, I use maize plant residue and tree leaves—*Cordia Africana*, and fig trees—to mulch the coffee to conserve soil moisture. All these practices combined are geared towards improving our farm's resilience to climate change and ultimately improving my farm's productivity."

Beverlyne Rasoa Mbirira (30) is a young coffee farmer from Trans Nzoia County, Kenya.

This experience reinforces an important principle: carbon farming should strengthen existing production systems.

Clear communication builds trust

The inherent nature of carbon markets is complex. Through farmer councils and grievance channels, we built spaces where farmers could ask questions, clarify timelines, and raise their concerns openly. These platforms have proved instrumental in curbing misinformation and sustaining confidence, especially in moments when the verification and credit issuance processes extended payment timelines or some farmers fell short of the one-CRU requirement for payment disbursement.

Financing early stages remains a structural challenge

Carbon farming requires upfront investments in seedlings, training, data collection, sensitization, and ongoing monitoring.

“Establishing ideal agroforestry systems costs about 175 per farmer in the first three years, with recurrent maintenance costs ranging from €16 to €30 annually. Without early financing, very few farmers would participate, regardless of how promising the long-term benefits may be.”

Christopher Amodo, Project Manager, Climate Heroes Project

Long-term relationships matter in short-term projects

In our case, we leveraged our long-standing work in coffee, relationships that predated our carbon farming initiatives. Existing ties with cooperatives, farmer leaders, and community groups provided a foundation of trust that has made engagement possible.

“Our partnership with Solidaridad has strengthened farmer livelihoods, enhanced environmental sustainability, and positioned Ndugu Coffee more competitively in global markets through climate-smart agriculture and carbon market integration. At the outset, the Climate Heroes project was difficult to understand, particularly the carbon trading component. However, through training and sensitization led by Solidaridad, Ndugu Coffee farmers have become more climate-resilient, achieving improved yields and increased adoption of agroforestry practices.”

Mr. Agume Bless, Operations Director, Ndugu Farmers

Local capacity is essential for lasting impact

Over time, we saw farmers and TOTs/lead farmers take greater ownership of monitoring and record-keeping. This shift from dependency to self-reliance is crucial. Projects last only as long as the capacity built to sustain them. Our Training of Trainers (ToT) approach has also proved invaluable.

Scaling requires coordination, not just replication

Expanding from a 1,000-farmer pilot to 50,000 revealed a new set of challenges: data consistency, equitable benefit-sharing, and maintaining quality across diverse geographies.

We learned that scaling is less about replication and more about coordination. Partnerships with governments, agricultural extension systems, and private sector actors helped us integrate carbon



farming into existing value chains and policy frameworks.

Inclusion strengthens outcomes

Security of land tenure is still challenging for women generally. Land is largely owned by men. This limits the number of women who can directly be engaged in carbon farming.

“Much as the Free, Prior, and Informed Consent (FPIC) forms are signed by household members, when payment starts flowing, the men tend to dominate the decision-making as landowners on whose land the enterprises are located. Women largely depend on co-benefits (firewood from wood stacks), while men take the lion’s share of the financial benefits.”

Key informant - Land Care Network.

To address this, we adapted our approach, engaging both spouses in project enrollment, tailoring training schedules to women’s availability, and supporting inclusive community leadership structures.

A shared path forward

For development partners, it means designing projects that are transparent and responsive. For donors and investors, it means funding early-stage costs and rewarding co-benefits beyond carbon. For policymakers, it means creating clear and fair frameworks that protect small-scale farmers and encourage innovation.

Designing for People and Planet

Looking ahead, our new strategy builds on these lessons. We aim to strengthen farmer agency, institutionalize equitable practices, and invest in systems that not only facilitate participation but also fairly value the climate contributions of small-scale farmers. The question is no longer whether farmers can engage—they already are—but whether carbon markets can evolve to sustain their participation, reward their efforts, and maximize both climate and livelihood outcomes.

Solidaridad

PARTNERING FOR A SUSTAINABLE COFFEE FUTURE



OUR TRANSFORMATIVE SOLUTIONS - ACCELERATING IMPACT

Solidaridad drives positive change in agricultural value chains through four key approaches:

Promoting Good Practices: We foster agroecology, decent work, optimized farm management, diversification, circularity, and pollution reduction.

Strengthening Business Ecosystems: We empower service providers, promote farmer participation and employability, and create green jobs.

Enabling a Supportive Policy Environment: We advocate for genuine sustainability, expand civic space, and ensure alignment with national, regional, and global frameworks and standards.

Driving Market Uptake: We promote sustainable public procurement, facilitate the sourcing and distribution of sustainable products, enhance traceability, and engage consumers.

LEARN ABOUT OUR WORK, AND EXPLORE PARTNERSHIP OPPORTUNITIES

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