



Kilicafe Coffee Growers: Baseline Survey 2010

In 2010, Sustainable Harvest surveyed over 150 farmers who deliver their cherry to 4 Kilicafe Farmer Business Groups in the Kilimanjaro Region of Tanzania. The following report describes the results and examines the benefits of specialty coffee.

I. A Birds-Eye View of Kilimanjaro Coffee Farmers

Farm Livelihoods

The average 2010 production for Kilicafe farmers was 166 kg of parchment, with an annual coffee income of 206,000 Tanzanian Shillings (approximately \$145 USD). For most, coffee is not the sole income generator for the family so this number does not represent a family's entire income. In fact, 97% of respondents reported growing food crops in addition to coffee.

Food Security

While the majority of producers grow food crops, their food supply is not stable. 99% of respondents experience difficulty finding food during some months. On average, families experience food insecurity 4.5 months out of the year.

Education

Most producers reporting having between 2-3 school-age children, and 78% of families had all of their children enrolled in school.

Organizational Strengths

Only one Group offered loans to its members, but all offered technical training. Producers attended an average of nearly 6 hours of training in agronomy. 92% of respondents learned a new agricultural practice in 2010 and applied it to their farm. Members are confident in their group's trustworthiness: 98% of members surveyed believe that their Group pays them accurately.

Environmental Sustainability

95% of producers grow some portion of their coffee under shade; most of those trees are also used for timber or fruit. 97% of respondents use a method of water conservation, and 99% apply organic fertilizer or compost to their farms.

II. Farmer Livelihood Improvement

Sustainable Harvest worked with four Farmer Business Groups in 2010: Amkeni, Mesengarony, Ngyani, and Singisi. These four groups differ in number of members, quality of production, and volume for direct export.

	Number of members	Volume parchment coffee	Avg. cupping score	Avg. payment per kg
Amkeni*	61	2,963 kg	84.5	\$1.73
Mesengarony	293	5,504 kg	82.8	\$1.63
Ngyani*	473	14,490 kg	76.4	\$1.02
Singisi	630	8,775 kg	80.8	\$1.95

How do these differences impact individual growers? What social benefits correlate with access to the specialty coffee market? Comparing the best performing (highest cupping scores) to worst performing (lowest cupping scores) we can see how the operational differences are correlated with differences in grower livelihoods.

	Avg. coffee income 2010	Annual production	No. of months difficulty feeding family	Avg. school-age children NOT in school
Amkeni*	\$254.48	323 kg	2.8	0
Ngyani*	\$86.21	163 kg	4.4	0.96

Growers who deliver their cherries to Amkeni's washing station produce nearly double the volume and receive triple the income from coffee as Ngyani's members. Correlated to that higher coffee income, the average number of months that a member of Amkeni experiences difficulty feeding his or her family is almost half of Ngyani's rate. And while 100% of Amkeni members' school-age children are in school, the average Ngyani grower has one child out of school who should be enrolled.

The four Farmer Business Groups promptly pay farmers upon receipt of fresh cherry; Sustainable Harvest research has shown that faster payment is one of the best ways to improve the lives of farming families. Even with prompt payments, one major challenge that coffee growers face is the cyclical nature of their income; the majority a family's annual income may come in at a single time, and they have to plan for the coming months when cash is scarce. One way to smooth income, so that growers can meet their expenses on the farm and for their families, is to provide access to credit. The Singisi washing station makes a significant financial

investment in its members; in addition to a high price per kilogram (average 2,800), they are the only group that provides loans to its members.

Access to loans, which create income-smoothing for smallholder farmers, provides a buffer for those growers who have fewer assets. Growers with extremely low coffee production, less than 100 kg per year, generally do not earn enough to fully support their family. On average, one of their children is not able to attend school regularly, versus the .11 children of families with higher rates of production. But producers who receive loans to help with expenses during crucial periods are able to offset their small incomes, and experience less financial hardship. On average, only .15 children of Singisi members whose production is less than 100 kg are not enrolled in school, not very different from the .11 children of Singisi members whose production is higher.

