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# Uganda Coffee Development Authority

## **ANNUAL REPORT OCTOBER 01, 2005 - SEPTEMBER 30, 2006 VOLUME 15**

**UCDA  
P.O. BOX 7267;  
KAMPALA  
Tel: 256 041 256940/256198/233073/257139  
Fax. 256 041 256994  
E-mail: [ucda@ugandacoffee.org](mailto:ucda@ugandacoffee.org)  
Website: [www//ugandacoffee.org](http://www//ugandacoffee.org)**



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on. Hillary O. Onek  
ebunya

Page 5 of Board of Directors as in the report. - 2004/05



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port that I urge you to read in order to be abreast with developments in the coffee sub-sector. The coffee year ended September 30, 2006 witnessed a 20% slide in the volume of coffee exports but a 5% increase in value. The fall in volume which is characteristic of perennial crops due to the cyclic nature, coincided with the dry spell that led to flower abortion.

The Board put emphasis on containment of the Coffee Wilt Disease, replacement of the old coffee trees, value addition and promotion; and domestic coffee consumption. Although the wilt is tampering off, research at the Coffee Research Institute in Kituza, Mukono district has come up with 480 coffee lines that are resistant to the disease. Field evaluation and cup characterisation are ongoing before release to farmers. Meanwhile, farmers are advised to continue with phytosanitary practices – uproot and burn insitu any wilt-infested coffee trees.

Given that coffee planted in new areas is at the fruitation stage and below commercial quantities, the Board signed a memorandum of understanding with AGROPEL to develop the market. Farmers' response is very encouraging and within the next 2 years coffee production in these areas will be in the region of 1.2 million bags (72,000 tonnes) per year.

The replanting programme continued but at a slow pace to allow time to assess the performance of coffee planted earlier on; and also to clear the outstanding arrears to nursery operators. To ensure a steady supply of clean planting materials, the Board evolved a community-based nursery programme where production of seedlings is demand driven. Measures to preserve the germplasm of the Clonal coffee mother gardens were also instituted.

To reduce the market information asymmetry hitherto a challenge to farmers, use of the SMS facility of mobile phones was taken advantage of. Farmers and other stakeholders can now access information on coffee prices every day. This has enhanced household income especially for farmer groups that market coffee through the warehouse receipt system.

On behalf of the Board, I wish to express my gratitude to the Minister of Agriculture, Animal Industry and Fishers, Hon. Hillary O. Onek, and the staff of his Ministry for the support and guidance on policy issues. In the same breath, thank the private sector which, through their respective associations, has considerably contributed to the development of the industry. It is my sincere hope and wish that this public-private-partnership is upheld in the coming years for the benefit of the ordinary household.

To my fellow members of the Board, UCDA management and staff, I congratulate you for having successfully ended the coffee year 2005/06. It is my prayer that you meet the challenges ahead of us in 2006/07. For God and my Country.

Paul Sempa-Mugambwa  
**CHAIRMAN - BOD**

## ACRONYMS

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|        |   |  |
|--------|---|--|
| APLE   | - | Agricultural Productivity Enhancement Project        |
| ASAC   | - | Agricultural Structural Adjustment Credit            |
| BCU    | - | Bugisu Co-operative Union                            |
| BOD    | - | Board of Directors                                   |
| CABI   | - | Centre for Agriculture & Bioscience International    |
| CBD    | - | Coffee Berry Disease                                 |
| CBS    | - | Central Broadcasting Service                         |
| CFC    | - | Common Fund for Commodities                          |
| CORI   | - | Coffee Research Institute                            |
| CWD    | - | Coffee Wilt Disease                                  |
| DCC    | - | District Coffee Co-ordinator                         |
| DFI    | - | District Farm Institute                              |
| EAFCFA | - | East African Fine Coffees                            |
| EPOPA  | - | Export Promotion of Organic Products from Africa     |
| EU     | - | European Union                                       |
| FAQ    | - | Fairly Average Quality                               |
| GAPs   | - | Good Agricultural; Practices                         |
| GHPs   | - | Good Hygienic Practices                              |
| GMPs   | - | Good Manufacturing Practices                         |
| HACCPs | - | Hazard Analysis and Critical Control Points          |
| IC     | - | Implementation Committee                             |
| ICA    | - | International Coffee Agreement                       |
| ICC    | - | International Coffee Council                         |
| ICO    | - | International Coffee Organization                    |
| IMI    | - | International Mycological Institute                  |
| MAAIF  | - | Ministry of Agriculture, Animal Industry & Fisheries |
| NARO   | - | National Agriculture Research Organization           |
| NSSF   | - | National Social Security Fund                        |
| NTAE   | - | Non-Traditional Agricultural Exports                 |
| PAF    | - | Poverty Alleviation Fund                             |
| PEAP   | - | Poverty Eradication Action Plan                      |
| RBS    | - | Retirement Benefit Scheme                            |
| SIDA   | - | Swedish International Development Agency             |
| UCDA   | - | Uganda Coffee Development Authority                  |
| UCFA   | - | Uganda Coffee Farmers Association                    |
| UCTF   | - | Uganda Coffee Trade Federation                       |
| UMA    | - | Uganda Manufacturers Association                     |
| UNEX   | - | Union Export Services                                |
| USAID  | - | United States Agency for International Development   |
| WRS    | - | Warehouse Receipt System                             |
| WTO    | - | World Trade Organization                             |

## EXECUTIVE SUMMARY

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### MARKETING

- 1) Coffee exports dropped by 20% during the year from 2.50 million 60-kilo bags in the previous year to 2.00 million bags. Robusta fell from 1.987 m bags to 1.408 m bags while Arabica totalled 0.594 m bags up from 0.518 m. The drop in robusta quantity was attributed to coffee wilt disease, dry spell and a long period of low prices.
- 2) Albeit the fall in volume there was a 5% improvement in value, which rose from US \$ 162.1 million in 2004/05 to \$ 172.3 m. This was due to tight supply in the global market.
- 3) Unit export price stood at \$1.42 per kilo up from \$ 1.08 realised a year ago: robusta and Arabica fetched \$ 1.23 and \$ 1.87 per kilo up from \$ 0.89 and \$ 1.81 recorded in 2004/05.
- 4) Farm-gate prices also moved in tandem from an average of Shs. 612, Shs. 1,371 and Shs. 2,095 to Shs 865, Shs. 1,863 and Shs. 2,175 per kilo of Kiboko, FAQ and Arabica parchment respectively.
- 5) A total of 264 subsector players at post harvest: exporters – 27, export processors – 19, hulleries -212 and roasters – 6, were registered as opposed to 255 in 2004/05. among the exporters, the new firms were Kaginda Coffee Factory, Kaweri Coffee Plantation, Rwenzori Coffee Ltd., and Uganda Medium Industries.
- 6) The top 5 exporters – Kyagalanyi coffee Ltd., Kawacom (U) Ltd., Pan Afric Impex, Ugacof Ltd., and Great Lakes – handled 70% of the total export volume, indicating further concentration compared to 60% market share in 2004/05.
- 7) On the other hand, the market share of the top 5 overseas buyers of Uganda coffee fell from 58% a year ago to 43%. These include Ecom Agro industrialist- 13.7% (15.0%), Olam International – 8.8% (15.0%), Sucafina – 7.9% (12.6%), Socadec - 6.8% (7.9%) and Drucafe – 6.5% (4.6%). The figures in parenthesis represent their respective performance in 2004/05.
- 8) Coffee exports to EU countries, the main destination of Uganda coffee, stood at 1.45 m bags (72.4%) down from 1.83 million bags (72.6%) of total exports in the respective years. The Sudan's market continued to grow from 15% in the previous year to 21.6%.
- 9) Some Arabica coffee growers in new areas of Kisoro district entered a supply contract with Urth Caffé, an organic coffee outlet in California, USA to supply them with organic coffee. One tonne was supplied at \$ 3.5 per kilo.
- 10) Use of mobile phones to access market information was introduced to farmers, an initiative fully embraced by the trade.

on continued to grow with new coffee shops and other towns. The youth, as they access the internet, do consume coffee. These cafés also provide R & G coffee to customers to take home. A good cup of coffee – espresso, cappuccino and signature coffee – goes for between Shs 2,500 and Shs. 5,000 depending on the location of the café.

- 12) The outlook for 2006/07 is promising given the favourable weather forecasts and prospects of good prices. Exportable production was projected to reach 2.6 million bags, 30% higher than what was realised in 2005/06.

#### QUALITY AND REGULATORY

- 13) The trading and processing of semi dried kiboko/parchment and the adulteration of processed coffee (FAQ) with BHP's and other extraneous matter were the major causes of quality deterioration of coffee. Sensitization workshops to create quality awareness among the traders were jointly organised by local authorities and UCDA. The local leaders took on enforcement of the Coffee Regulations.
- 14) The processors found handling wet coffee (M.C > 14%) were penalised in accordance with the Coffee Regulations 1994.
- 15) Exporters instituted stringent internal quality control mechanisms that included high penalties for wet deliveries coffee.
- 16) Processing charges went up during the year from Shs. 35 per kilo of FAQ in 2004/05 to Shs. 70 in response to an increase in electricity tariffs and loadshedding.
- 17) There was a 2% drop in the outturn in the Robusta areas mainly due to the prolonged dry spell experienced in robusta growing areas. The percentage of screen 18 continued to be above 10% over the years, which is attributed to the maturity of clonal coffee and improved crop husbandry. On the contrary there was an improvement in Arabica out-turn, especially in Nebbi district where the harvest was plentiful.
- 18) Generally, the cup taste was clean and better than last year, which is attributed to improved handling practices at all stages in the value chain.
- 19) Under capacity building, 5 Quality controllers received training in OTA analysis by a team of laboratory experts from Brazil for two weeks. An assessment of UCDA laboratory for testing OTA in coffee was also done; the laboratory and personnel were found to be compliant.
- 20) Training in basic quality control techniques passed out 40 students – 22 direct from industry and 18 from tertiary institutions of learning. This being the total number of quality controllers since the programme was initiated in 1993 to 397.

Processing mills continued during the year but only 9 were operational. The ongoing replanting exercise focusses on concentrating coffee around these mills to provide red cherries.

## DEVELOPMENT

- 22) The departmental activities focused on farmer extension delivery services; strengthening coffee uptake in new areas; productivity enhancement technologies and developing market infrastructure in new areas in northern Uganda.
- 23) Under market development in northern Uganda, UCDA signed a memorandum of understanding with AGROPEL Investment Ltd to develop the internal coffee market. A total of 13,900 kilos of Kiboko were purchased at an average price of Shs. 1,070/kg. This has motivated farmers to invest more in coffee growing.
- 24) Much of the coffee replanting activities centred on payment of arrears to nursery operators. However, 1.83 million plantlets were planted by 13,150 families.
- 25) To address low productivity and production, fertigation technology was introduced in the districts of Mukono, Luweero, Mpigi, Masindi and Mbarara. These demo sites serve to train farmers on benefits of water and use of organic manure in soil improvement.
- 26) An assessment of the existing Clonal mother gardens countrywide was done with a view of reviving their productivity to preserve the germplasm. A mechanism for Community Based Nurseries at subcounty level was evolved whereby UCDA provides certified seed, poly pots, rooting hormone and technical extension services to farmer groups to raise seedling for their members on a demand-driven basis.
- 27) To ensure a steady supply of Arabica seed, a memorandum of understanding (MoU) was signed with Buginyanya Agricultural Research Development Centre. Stumping and maintenance of seed gardens was undertaken and 2,000 kg of seed expected every year.
- 28) A countrywide coffee production campaign strategy was developed after a series of consultations with the stakeholders. The campaign is envisaged to restore production to the 4.5 m bag mark by 2015. Implementation to be piloted in 10 districts in 2006/07. The strategy addresses the underlying constraints: research, extension, input-credit and farmer organization.
- 29) Surveillance and field diagnostic studies of coffee wilt disease revealed that since 1993, 52% of the old Robusta coffee trees have been destroyed. But its incidence is on the decline and some of affected trees sprouted.

## RESEARCH

- 30) Research undertaken at the Coffee Research Institute (CORI) concentrated on coffee wilt disease for increased productivity of the smallholder farmers by controlling its spread and impact. To achieve this, research centred on: -
  - (a) Development and release of CWD resistant Robusta lines
    - . 2,124 wilt resistant Robusta lines have been identified to-date, 3,612 mother bushes of these lines planted out in 5 mother gardens at Kizuza.



- h characteristics and susceptibility to pests and other
- (b) Development and release of the TUZA Arabica and Arabusta coffee lines:
    - . Field evaluation of TUZA Arabica continued at Mukono, Mbarara, Bulegini ARDCs and Kachwaekano. 10 Arabusta coffee lines found to be resistant to Coffee Wilt Disease are undergoing field evaluation on-station at Kituza and at several locations in Kyenjojo, Bushenyi, Kanungu, Mubende, Luweero and Sironko districts.
  - (c) Development of Arabica coffee lines that are resistant of coffee berry disease and leaf rust through hybridization of the commercial lines SL 14 and KP423 with catimors continued. 146 Arabica hybrids have been developed to-date and are at evaluation stage at Kituza, Bugusege and Bulengegeni.
  - (d) Prevention of CWD spread
    - . Research work undertaken during the year confirmed that stems, branches, roots and coffee husks from infested coffee trees are the primary sources of CWD. It was confirmed that plant parts provide medium for survival of *F. xylarioides* but the pathogen's survival outside the host is minimal
    - . Under field conditions pathogens don't survive beyond a year. Therefore, replanting in previously infected plots can be done after a year provided the stumps were removed.
  - (e) Development and dissemination of appropriate technologies:
    - . CORI established 12 farmer field schools in 6 districts (Bugiri, Mukono, Kayunga, Masaka, Rakai and Bushenyi) to promote participatory technology generation and dissemination in the coffee communities. Training manuals, brochures, posters, leaflets on aspects of production were developed to facilitate information dissemination.

## **ADMINISTRATION AND MANAGEMENT**

### 31) Staff matters:-

- . The Board renewed the contract of the Mr. I. David KIWANUKA for another 3 years as the Manager in charge of Quality, Regulatory and Information Services. Also renewed were the contracts of the 27 District Coffee Coordinators.
- . The three officers formally on the global OTA project were absorbed in the mainstream as quality controllers; and 7 DCCs were appointed for the districts of Bugiri, Gulu, Kyenjojo, Mbarara, Rakai, Ntungamo and Rukungiri.
- . Two Quality Controllers were trained by CIRAD as Trainers of Trainers in liquoring and quality control in France for one month under the IACO/ADB Capacity Building Project.

llers trained in improvement of organoleptic quality of coffee.

- . Two officers undertook study tour in Peru where they interacted with farmers organised under the Central Piurana de Cafeterelos on the certification process of specialty coffees.
  - . On coffee consumption, one Board member and UCDA staff visited Pinhal and Sao Paolo in Brazil to familise themselves with the strategy for stepping domestic coffee consumption.
- 32)** Value addition and promotional efforts continued the year. Uganda consolidated its position in the Chinese joint venture by taking 99% of the shares and opening up an office in Shangai. The coffee roastery in Beiging became ISO 9001 certified in quality.
- 33)** Actively participated in the international coffee meetings by ICO, IACO, SCAA, SCAE and EAFCA.
- 34)** UCDA in conjunction with APEP held a series of stakeholder consultative meetings in which APEP's activities were review and a way forward for the coffee industry chartered. To revamp productivity and production, a coffee production campaign was proposed for 2006/07.

## 1.1 INTRODUCTION

The coffee sub sector continues to play a dominant role in the economy in terms of foreign exchange earnings and as a provider of household income on a sustainable basis. Given its importance, the Board put in place policies and consolidated the old ones to enhance the performance of the industry. Emphasis was placed on: Coffee Replanting, Quality Improvement, Information Dissemination, Value Addition, and Promotion of Domestic Coffee Consumption. UCDA also continued to foster collaborative linkages with the private and public sector stakeholders.

## 1.2 Coffee Replanting

The policy is to gradually replace the old coffee trees and those destroyed by Coffee Wilt Disease (CWD) at a rate of 5% annually in Robusta and 2% Arabica in 20 years, with the genetically pure and high-yielding varieties.

The improvement in coffee prices gave support to the replanting programme in the face of a slack in SIP funds. Farmers and NGOs have continued to implement the programme utilizing their own funds. To make seedlings available and affordable to farmers, the concept of community based nurseries and rehabilitation of Clonal mother gardens was adopted.

With the Community based nurseries, certified elite seed, polypots and technical support are provided to groups of farmers initially. While in the case of mother gardens that had been neglected due to low coffee prices, rehabilitation is being encouraged to preserve germplasm. UCDA is to avail rooting hormones and polypots as well. This approach is envisaged to ease propagation and distribution of coffee seedlings to farmers and thus increase farm productivity.

At a rate of 2% per annum, the proportion of Arabica coffee is envisaged to increase from the current 15% to 25% of the total coffee production. Biological research at the Coffee Research Institute (CORI), Kizuza is geared towards developing new Arabica varieties (TUZZA) suitable for the predominately robusta growing areas.

The coffee replanting programme also encompasses planting coffee in new areas such as the Mid-North and Eastern Uganda as a fall-back against CWD which is endemic in the soils in traditional robusta areas.

## 1.3 Quality Improvement

While quality is a shared responsibility by all players within the supply chain, UCDA Board put in place specific guidelines to be observed at each stratum. At the farm level, good agricultural practices to ensure sustainability and traceability are underscored. A number of farmers are encouraged to engage in production of coffee for the specialty markets – Organic, Fair-Trade, Utz Kapeh, etc., based on the experiences drawn from Burundi, Tanzania and Peru. Harmonization of the certification processes is being sought at NOGAMU to reduce the costs involved.

proportion of robusta through wet coffee processing towards the completion of the installation process of the wet coffee machines was undertaken. It is envisaged that if all the machines become operational, washed coffee will go up by 4000 metric tonnes.

#### **1.4 Marketing and Information Dissemination**

A market development policy, especially in the new coffee growing districts of Apac, Lira, Kitgum, Gulu, Pader, Busia, Tororo, Pallisa, Kabale and Kisoro where quantities are still too small to attract serious buyers, was formulated. The objective is to guarantee the farmers in these areas of a reliable market and thus continue with coffee production. In this arrangement seed capital amounting to Sh. 15 million was given out to a prominent buyer to mobilize coffee from the farmers.

Taking advantage of the growing popularity of mobile phones in the countryside, UCDA signed a memorandum of understanding with Trueafrican to provide market information to stakeholders through the SMS facility. In the internal market, farmers and traders alike do access price indicators on a daily basis. This has greatly reduced market information asymmetry, which hitherto compromised the bargaining power of farmers.

The Warehouse Receipt Project was extended for one year up to September 2007 to address the critical areas identified in the evaluation report. The main objective of the extension is to establish and operationalize the regulatory bodies given that the Warehouse Receipt Act is already in place. The Warehouse System is envisaged to improve quality, promote bulk marketing and access to trade finance.

#### **1.5 Value Addition**

The policy of adding value to Uganda coffee was pursued during the year by inviting foreign investors to establish a soluble coffee plant in the country. A memorandum of understanding was signed between Uganda Government and LAFICO of Libya. The TATA Group of India also held discussions with Uganda Government expressing their interest to establish a similar plant in the country.

A policy to undertake generic promotion of the private sector to produce coffee for the domestic coffee consumption was undertaken. This policy was geared towards increasing the level of consumption by 2% per annum which was also important for the Commonwealth Heads of States Meeting (CHOGM) to be held in 2007.

#### **1.6 Research**

A specific policy to support research was undertaken through inclusion of funds in the UCDA 2005-06 budget and work plans. Additional support was also expected to be extended through the Government budget towards the coffee sub sector. This was to enable the development and release of new robusta tolerant or/and resistant to CWD and Arabica varieties which are more high yielding. On farm trials for the new *Arabica* coffee variety (Tuzza Arabica) continued to be promoted in the gazetted mid-altitude areas of South Western districts of Bushenyi, Mbarara, Ntungamo, Rukungiri and Kanungu.

## Chapter Two

# COFFEE MARKETING

### 2.0 GENERAL PERFORMANCE

The coffee year (Oct/Sept) 2005/06 under review witnessed a rise in global coffee prices, which resulted in a 5.0% increase in foreign exchange earnings from US \$ 162.0 million to \$ 170.4 m.

In contrast, the corresponding volume of export fell by almost 20% from 2.50 million 60-kilo bags in 2004/05 to 2.0 m bags. Robusta quantities fell from 2.0 m bags to 1.4 m bags while that of Arabica went up by 15% from 0.52 m to 0.59 m bags. This drop in volume during the year was attributed mostly to the prolonged drought that led to flower abortion and poor bean formation thus affecting yield.

The average export price in 2005/06 stood at US 142 cents/kilo, which was 31.3% up compared with the 108 cents realized last year. There was an increase of 3.0% in the Arabica unit price from 181 cents last year to US cents 187/kilo. Similarly, Robusta unit price rose sharply from 89 cents to 123 cents (98%) attributed to a global Robusta supply squeeze.

### 2.1 COFFEE PROCUREMENT

Marketed production in terms of FAQ and Arabica parchment totalled 2.2 million bags, a drop 19.3% compared to what was recorded last year. The drop in quantity, which is also reflected in export performance, is attributed to: -

- The prolonged dry spell that led to flower abortion and poor bean formation. According to the Uganda National Household Survey (UNHS) for 2005/06, 48% of the households indicated that drought adversely hit the agricultural sector.
- The effect of a long period of low prices to farmers that compromised husbandry practices, and in some cases farmers literally abandoned coffee shambas. Farmers acknowledge that since 1998/99 farm-gate prices were below the cost of production;
- The declining soil fertility against a backdrop of old coffee trees; and
- The Coffee Wilt Disease, which was estimated in 2005 to have cumulatively destroyed 52% of the old robusta trees since 1993.

**Table 2.1 Coffee Procurement by type: 2001/02 - 2005/06 - 60-kilo bags.**

| Coffee Year    | Coffee Type      |                | TOTAL            | %-Age Change     |
|----------------|------------------|----------------|------------------|------------------|
|                | Robusta          | Arabica        |                  | Over Previous yr |
| <b>Average</b> | <b>2,211,217</b> | <b>514,193</b> | <b>2,725,410</b> |                  |
| 2005/06        | 1,550,497        | 624,724        | 2,175,221        | (19.26)          |
| 2004/05        | 2,149,403        | 544,575        | 2,693,978        | (2.53)           |
| 2003/04        | 2,221,850        | 542,104        | 2,763,954        | 1.26             |
| 2002/03        | 2,284,649        | 444,794        | 2,729,443        | (16.39)          |
| 2001/02        | 2,849,686        | 414,767        | 3,264,453        | 0.96             |

improvement in the volume of arabica that came on the previous year. The improvement was due to the relatively good weather in Arabica growing areas, new arabica coffee trees coming into production and the relatively better arabica prices over the years. The five-year procurement average stood at 2.73 million bags (163,525 tonnes) comprising 2.21 million bags (132,600 tonnes) of Robusta and 0.51 million bags (30,925 tonnes) of Arabica as indicated in table 2.1.

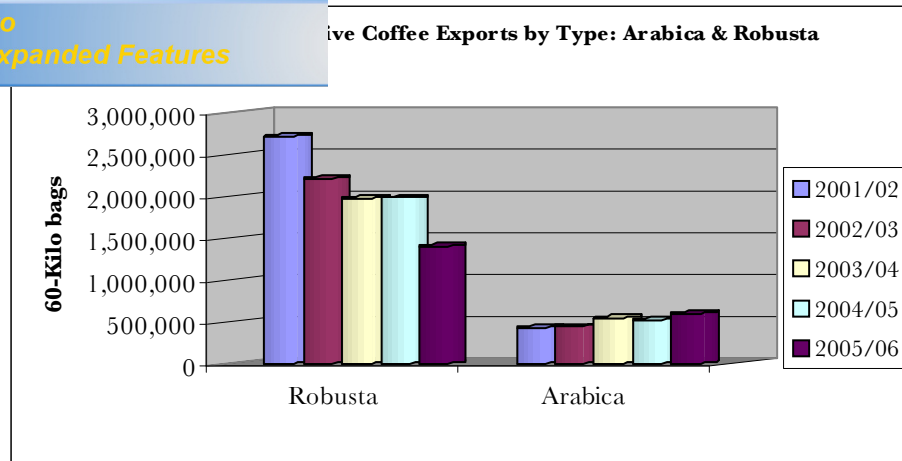
Table 2.2 represents comparative procurement figures on a monthly basis for the years 2005/06 and 2004/05. Coffee deliveries were highest in November ( 265,327 bags), the main harvesting period in Central and Eastern regions. This coincided with the good prices on the global market, which prompted farmers to offload the stocks in their possession.

**Table 2.2 Comparative Coffee Procurement by Type- 60-kilo Bags.**

| MONTH          | 2005/06          |                |                  | 2004/05          |                |                  |
|----------------|------------------|----------------|------------------|------------------|----------------|------------------|
|                | Robusta          | Arabica        | Total            | Robusta          | Arabica        | Total            |
| <b>TOTAL</b>   | <b>1,550,497</b> | <b>624,724</b> | <b>2,175,221</b> | <b>2,149,403</b> | <b>544,575</b> | <b>2,693,978</b> |
| OCT.           | 80,151           | 50,125         | 130,276          | 189,216          | 35,604         | 224,820          |
| NOV.           | 200,178          | 65,149         | 265,327          | 150,112          | 50,119         | 200,231          |
| DEC.           | 136,100          | 75,124         | 211,224          | 185,024          | 55,728         | 240,752          |
| <b>QTR - 1</b> | <b>416,429</b>   | <b>190,398</b> | <b>606,827</b>   | <b>524,352</b>   | <b>141,451</b> | <b>665,803</b>   |
| JAN.           | 160,127          | 75,455         | 235,582          | 175,333          | 46,523         | 221,856          |
| FEB.           | 95,078           | 81,003         | 176,081          | 165,201          | 48,625         | 213,826          |
| MAR            | 100,197          | 72,528         | 172,725          | 152,143          | 55,900         | 208,043          |
| <b>QTR - 2</b> | <b>355,402</b>   | <b>228,986</b> | <b>584,388</b>   | <b>492,677</b>   | <b>151,048</b> | <b>643,725</b>   |
| APR.           | 84,540           | 76,574         | 161,114          | 172,854          | 55,215         | 228,069          |
| MAY            | 105,196          | 49,310         | 154,506          | 159,071          | 56,777         | 215,848          |
| JUN.           | 162,282          | 20,075         | 182,357          | 201,535          | 48,123         | 249,658          |
| <b>QTR - 3</b> | <b>352,018</b>   | <b>145,959</b> | <b>497,977</b>   | <b>533,460</b>   | <b>160,115</b> | <b>693,575</b>   |
| JUL            | 180,032          | 20,235         | 200,267          | 267,148          | 30,148         | 297,296          |
| AUG.           | 155,345          | 20,001         | 175,346          | 186,530          | 37,546         | 224,076          |
| SEPT           | 91,271           | 19,145         | 110,416          | 145,236          | 24,267         | 169,503          |
| <b>QTR - 4</b> | <b>426,648</b>   | <b>59,381</b>  | <b>486,029</b>   | <b>598,914</b>   | <b>91,961</b>  | <b>690,875</b>   |

## 2.20 COFFEE EXPORT PERFORMANCE

A total of 2,002,324 60-kilo bags of coffee were exported to all destinations during the year, representing a 20% drop from 2,504,890 bags recorded in 2004/05. Exports comprised: Arabica - 594,010 bags, an increase of 15.0% compared to 516,530 bags realised in 2004/05; and Robusta - 1,408,104 bags, a drop of 29% from 1,988,360 bags over last year. Figure 1 below represents the export performance of Robusta and Arabica coffee quantities in the last 5 years. Robusta continued to display a negative trend while arabica is on the increase. The decline in robusta is largely due to the prevalence of CWD and the drought being experience in the Robusta areas.



The corresponding earnings from coffee rose by 5% from US \$ 162 million in 2004/05 to \$ 170 m this year. The improvement was generally a result of the rise in international coffee prices prompted by supply tightness from major origins.

**Table 2.3 Monthly Coffee Export Performance - 60-Kg Bags & Dollar\$**

| MONTHS         | 2005/06          |                    | 2004/05          |                    | % -Age Change |               |
|----------------|------------------|--------------------|------------------|--------------------|---------------|---------------|
|                | Qty              | Value \$           | Qty              | Value \$           | Qty           | Value \$      |
| <b>GRAND</b>   | <b>2,002,324</b> | <b>170,344,187</b> | <b>2,504,890</b> | <b>162,078,550</b> | <b>(20.0)</b> | <b>5.0</b>    |
| OCT.           | 121,696          | 9,279,495          | 185,933          | 8,248,721          | (34.5)        | 12.5          |
| NOV.           | 182,053          | 14,472,486         | 182,881          | 8,301,451          | (0.5)         | 74.3          |
| DEC.           | 180,344          | 14,849,849         | 237,406          | 12,369,677         | (24.0)        | 20.1          |
| <b>Qtr - 1</b> | <b>484,093</b>   | <b>38,601,830</b>  | <b>606,220</b>   | <b>28,919,849</b>  | <b>(20.1)</b> | <b>33.5</b>   |
| JAN.           | 228,714          | 19,679,281         | 214,723          | 11,450,326         | 6.5           | 71.9          |
| FEB.           | 165,762          | 16,113,588         | 215,118          | 12,390,484         | (22.9)        | 30.0          |
| MAR            | 155,960          | 14,630,894         | 195,417          | 13,932,031         | (20.2)        | 5.0           |
| <b>Qtr - 2</b> | <b>550,436</b>   | <b>50,423,763</b>  | <b>625,258</b>   | <b>37,772,841</b>  | <b>(12.0)</b> | <b>33.5</b>   |
| APR.           | 146,642          | 13,714,424         | 211,388          | 15,347,589         | (30.6)        | (10.6)        |
| MAY            | 123,321          | 10,967,328         | 220,025          | 16,777,748         | (44.0)        | (34.6)        |
| JUN            | 187,448          | 14,574,446         | 229,251          | 18,067,505         | (18.2)        | (19.3)        |
| <b>Qtr - 3</b> | <b>457,411</b>   | <b>39,256,198</b>  | <b>660,664</b>   | <b>50,192,842</b>  | <b>(73.3)</b> | <b>(21.8)</b> |
| JUL.           | 176,310          | 13,711,673         | 251,013          | 18,618,507         | (29.8)        | (26.4)        |
| AUG            | 175,526          | 14,380,876         | 219,447          | 16,541,894         | (20.0)        | (13.1)        |
| SEP            | 158,548          | 13,969,847         | 142,288          | 10,032,617         | 11.4          | 39.2          |
| <b>Qtr - 4</b> | <b>510,384</b>   | <b>42,062,396</b>  | <b>612,748</b>   | <b>45,193,018</b>  | <b>(16.7)</b> | <b>(6.9)</b>  |

## 2.21 COFFEE EXPORTS BY TYPE AND GRADE

Table 2.4 gives coffee exports by type, grade, value and realised unit price compared to the previous year. Robusta coffee, which represented close to 80% of total exports, earned US \$ 105.8 million, while arabica – 20% - realised \$ 56.3 million. There was a marked improvement in the realised export price this year from \$ 1.08 per kilo in 2004/05 to \$ 1.42, reflecting a 31.5% rise. The rise in price was more pronounced in robusta coffee grades, from an average of \$ 0.89 in 2004/05 to \$ 1.23, which was 38.2% up. Arabica prices rose marginally by 3.3% from \$ 1.81 per kilo to \$ 1.87.

### Exports by Type, Grade, Value & Unit Price:

60-Kilo bags, US \$ & \$/Kilo –

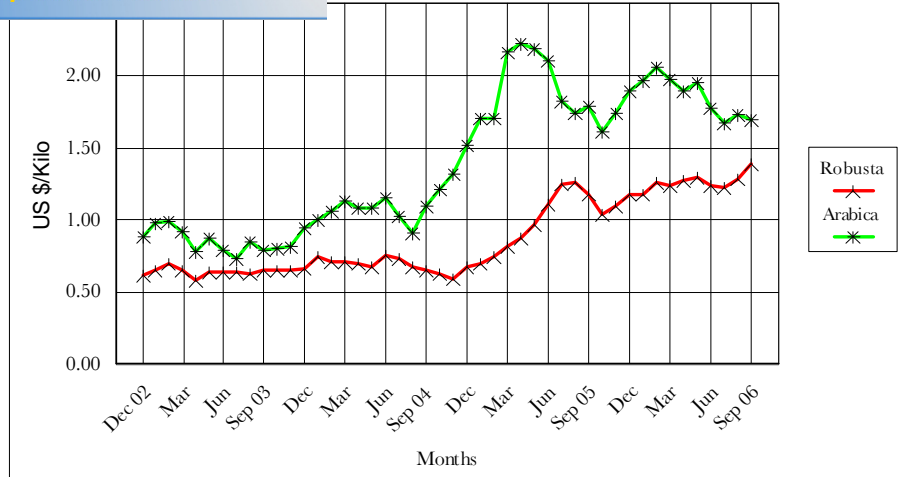
| TYPE/GRADE             | 2005/06          |                    |             | 2004/05          |                    |             |
|------------------------|------------------|--------------------|-------------|------------------|--------------------|-------------|
|                        | Qty              | Value \$           | Price \$/Kg | Qty              | Value \$           | Price \$/Kg |
| <b>GRAND TOTAL</b>     | <b>2,002,324</b> | <b>170,343,586</b> | <b>1.42</b> | <b>2,504,890</b> | <b>162,146,235</b> | <b>1.08</b> |
| <b>ROBUSTA</b>         | <b>1,408,314</b> | <b>103,873,269</b> | 1.23        | <b>1,986,890</b> | <b>105,883,285</b> | <b>0.89</b> |
| Washed Rob             | 1,962            | 126,030            | 1.07        | 1,408            | 72,143             | 0.85        |
| Organic Rob            | 4,838            | 428,973            | 1.48        | 5,793            | 395,577            | 1.14        |
| Screen 18              | 118,533          | 9,967,671          | 1.40        | 138,309          | 8,725,037          | 1.05        |
| Screen 17              | 60,516           | 5,092,713          | 1.40        | 115,583          | 6,757,701          | 0.97        |
| Screen 15              | 717,512          | 54,913,753         | 1.28        | 1,005,955        | 56,606,532         | 0.94        |
| Screen 14              | 59,943           | 4,485,275          | 1.25        | 164,116          | 8,781,685          | 0.89        |
| Screen 12              | 293,697          | 20,474,060         | 1.16        | 377,213          | 18,832,190         | 0.83        |
| BHP 1199               | 60,460           | 3,143,988          | 0.87        | 90,413           | 2,893,372          | 0.53        |
| Other Rob.1            | 97,783           | 5,507,243          | 0.94        | 81,170           | 2,552,612          | 0.54        |
| <b>ARABICA</b>         | <b>594,010</b>   | <b>66,470,317</b>  | <b>1.87</b> | <b>518,000</b>   | <b>56,262,950</b>  | <b>1.81</b> |
| <b>Organic Arabica</b> | 17,145           | 2,497,411          | 2.43        | 10,185           | 1,523,512          | 2.49        |
| Bugisu AA              | 98,000           | 12,788,321         | 2.17        | 97,347           | 11,317,710         | 1.94        |
| Bugisu A               | 17,119           | 2,107,281          | 2.05        | 13,973           | 1,447,086          | 1.73        |
| Bugisu PB              | 11,437           | 1,545,961          | 2.25        | 7,642            | 784,924            | 1.71        |
| Bugisu B               | 1,420            | 182,594            | 2.14        | 3,365            | 315,710            | 1.56        |
| Bugisu C               | 1,250            | 121,865            | 1.62        | -                | -                  | -           |
| Bugisu E               | 320              | 12,699             | 0.66        | -                | -                  | -           |
| Arabica - AB           | 73,835           | 9,529,338          | 2.15        | 54,026           | 6,568,457          | 2.03        |
| Mixed Arabica          | 6,700            | 598,676            | 1.49        | -                | -                  | -           |
| Arabica - CPB          | 8,015            | 1,048,138          | 2.18        | -                | -                  | -           |
| Wugar                  | 40,500           | 5,378,792          | 2.21        | 35,032           | 4,613,866          | 2.20        |
| Drugar                 | 264,505          | 27,395,405         | 1.73        | 238,899          | 26,090,024         | 1.62        |
| Other Arabicas         | 53,764           | 3,263,836          | 1.01        | 57,531           | 3,601,661          | 1.04        |

\*\* Others refers to coffee sold on sample basis

Chart 2.1 shows the movement of the monthly realised average FOR/T export prices for the period December 2002 - September 2006 for both arabica and robusta coffee from Uganda. Generally, prices exhibited a positive trend but in February 2006 those of arabica started falling from \$ 2.06 per kilo to \$ 1.70 at the close of the season. This was in response to an anticipated increase in arabica supply. Robusta fundamentals remained supportive as major robusta coffee producers recorded low production.



Used Average Prices by Type: Dec 02 - Sept 06



### 2.22 REGISTRATION OF SECTOR PARTICIPANTS

There was an increase in the number of registered post harvest industry players this year 2005/06 from 255 to 264. The increase was mainly in the category of primary processing facilities that totaled 212, up from 202, a 5% increase. These comprised: 4 three-huller, 54 two-huller and 152 single-huller factories. Table 2.5 gives a comparative breakdown in the number of players.

Load shedding affected the operations of factories during the year resulting into a 10% increase in operational costs, which was borne by farmers. Fuel pump prices prices also contributed to the cost of operations in use of generators and transportation of coffee.

**TABLE 2.5 REGISTERED OF SECTOR PARTICIPANTS**

| CATEGORY                  | 2002/03    | 2003/04    | 2004/05    | 2005/06    |
|---------------------------|------------|------------|------------|------------|
| 1. Exporters              | 31         | 29         | 28         | 27         |
| 2. Export grade factories | 24         | 18         | 19         | 19         |
| 3. Hulleries              | 240        | 230        | 202        | 212        |
| 4. Roasters               | 7          | 10         | 06         | 06         |
| <b>Total</b>              | <b>302</b> | <b>287</b> | <b>255</b> | <b>264</b> |

### 2.23 PERFORMANCE BY INDIVIDUAL EXPORTERS

Kyagalanyi Coffee Ltd. exported the highest volume of coffee amounting to 350,333 bags, representing a market share of 17.5% of total exports. These were followed by Kawacom (U) Ltd and Pan Afric Impex with 14.8% each. The five best exporting companies had a combined market share of 70%, which 2% higher than last year, a tendency of concentration.

#### BY INDIVIDUAL EXPORTERS - Oct/Sept 2005/06

|                                | Qty              | % - Age Market Share |            |
|--------------------------------|------------------|----------------------|------------|
|                                |                  | Individual           | Cumulative |
| <b>GRAND TOTAL</b>             | <b>2,002,324</b> | <b>100.0</b>         | <b>-</b>   |
| 1 Kyagalanyi Coffee Ltd.       | 350,333          | 17.50                | 17.50      |
| 2 Kawacom (U) Ltd.             | 296,925          | 14.83                | 32.33      |
| 3 Pan Afric Impex Ltd.         | 295,652          | 14.77                | 47.09      |
| 4 Ugacof Ltd. .                | 262,370          | 13.10                | 60.19      |
| 5 Great Lakes                  | 197,337          | 9.86                 | 70.05      |
| 6 Olam (U) Ltd                 | 178,069          | 8.89                 | 78.94      |
| 7 Ibero (U) Ltd.               | 111,224          | 5.55                 | 84.50      |
| 8 Job Coffee                   | 60,681           | 3.03                 | 87.53      |
| 9 Lake Land Holding Ltd.       | 37,005           | 1.85                 | 89.38      |
| 10 Nakana Coffee Factory       | 36,017           | 1.80                 | 91.17      |
| 11 Savannah Commodities        | 33,936           | 1.69                 | 92.87      |
| 12 MTL Main Trading            | 33,115           | 1.65                 | 94.52      |
| 13 Union Export Services.      | 30,523           | 1.52                 | 96.05      |
| 14 Wabulungu Multi-purpose     | 26,783           | 1.34                 | 97.39      |
| 15 Kampala Domestic Store      | 22,717           | 1.13                 | 98.52      |
| 16 Mbale Importers & Exporters | 15,300           | 0.76                 | 99.28      |
| 17 Gumutindo                   | 6,160            | 0.31                 | 99.59      |
| 18 Bakwanye Trading Co. Ltd.   | 1,920            | 0.10                 | 99.69      |
| 19 Kaweri Coffee Plantation    | 1,500            | 0.07                 | 99.76      |
| 20 Victoria Coffees Ltd.       | 1,425            | 0.07                 | 99.83      |
| 21 Rwenzori Coffee Co. Ltd.    | 1,002            | 0.05                 | 99.88      |
| 22 Sitanida Agencies Ltd.      | 990              | 0.05                 | 99.93      |
| 23 Kaginda Coffee Factory      | 700              | 0.03                 | 99.97      |
| 24 Uganda Medium Industries    | 340              | 0.02                 | 99.99      |
| 25 Zigoti coffee Works         | 300              | 0.01                 | 100.00     |

#### 2.24 COFFEE EXPORTS BY DESTINATION

Most of Uganda coffee was exported to European Union<sup>1</sup> (EU) countries, which accounted for a 72% market share of the total exports (1.45 million bags) down from 81% last year. This was followed by Sudan with a market share of 21.6% (433,029 bags) up from 13.7% last year. Other African countries- Morocco and Egypt- imported 12,358 and 933 bags, respectively during the year.

**Table 2.7 Uganda Coffee Exports to all Destinations - 60-Kilo bags -**

| DESTINATION        | QTY              | % - AGE MARKET SHARE |            |
|--------------------|------------------|----------------------|------------|
|                    | 60-KILO BAGS     | INDIVIDUAL           | CUMULATIVE |
| <b>GRAND TOTAL</b> | <b>2,002,324</b> | <b>100.00</b>        |            |
| EU <sup>1</sup>    | 1,449,360        | 72.38                | 72.4       |
| SUDAN              | 433,029          | 21.63                | 94.0       |
| SWITZERLAND        | 34,836           | 1.74                 | 95.7       |
| USA                | 34,490           | 1.72                 | 97.5       |
| SINGAPORE          | 16,868           | 0.84                 | 98.3       |

<sup>1</sup> Members of EU countries include: Austria, Belgium, Cyprus, Czech Rep., Denmark, Estonia, Finland, France, Germany, Greece, Hungary, Ireland, Italy, Latvia, Lithuania, Luxembourg, Malta, Poland, Portugal, Slovakia, Slovenia, Spain, Sweden, The Netherlands and United Kingdom

|  |           |        |      |       |
|--|-----------|--------|------|-------|
|  |           | 12,358 | 0.62 | 98.9  |
|  |           | 10,710 | 0.53 | 99.5  |
|  | AUSTRALIA | 3,999  | 0.20 | 99.7  |
|  | CANADA    | 2,264  | 0.11 | 99.8  |
|  | ISRAEL    | 2,178  | 0.11 | 99.9  |
|  | HONG KONG | 1,299  | 0.06 | 100.0 |
|  | EGYPT     | 933    | 0.05 | 100.0 |

## 2.25 COFFEE EXPORTS BY OVERSEAS BUYERS

Table 2.8 represents overseas coffee buyers by quantity, individual and cumulative market shares. Collectively, the top 10 buyers had a market share of 66.4% down from 78% recorded in the previous year.

Ecom Agro Industrialists topped the list of buyers with 13.8% (15.1%) followed by Olam International – 8.8% (15.0%), Sucafina – 7.9% (10.5%), Socadec – 6.8% (2.6%), and Drucafe – 6.5% (4.6%) as represented in the table 2.8 below. The figures indicated in parentheses represent the performance of those buyers in the preceding year. A large number of those in the category of others are small roasters that buy one or two 20 tonne-containers directly from origin and the dealers in specialty coffees.

**Table 2.8 OVERSEAS BUYERS OF UGANDA COFFEE: 2005/06 - 60 -kilo bags.**

|    | Overseas Buyers         | Qty          | Percentage Market Share |            |
|----|-------------------------|--------------|-------------------------|------------|
|    |                         | 60-Kilo Bags | Individual              | Cumulative |
|    | GRAND TOTAL             | 2,002,324    | 100                     |            |
| 1  | Ecom Agro industrialist | 275,999      | 13.78                   | 13.78      |
| 2  | Olam International      | 176,204      | 8.80                    | 22.58      |
| 3  | Sucafina                | 158,062      | 7.89                    | 30.48      |
| 4  | Socadec                 | 135,624      | 6.77                    | 37.25      |
| 5  | Drucafe                 | 129,861      | 6.49                    | 43.74      |
| 6  | Cofftea (Sudan)         | 125,010      | 6.24                    | 49.98      |
| 7  | Louis Dreyfus           | 105,266      | 5.26                    | 55.24      |
| 8  | Bernard Rothfos         | 103,832      | 5.19                    | 60.42      |
| 9  | Volcafe                 | 63,373       | 3.16                    | 63.59      |
| 10 | Decotrade               | 55,904       | 2.79                    | 66.38      |
| 11 | Icona Café              | 53,047       | 2.65                    | 69.03      |
| 12 | El Mathahib             | 49,300       | 2.46                    | 71.49      |
| 13 | Others                  | 570,842      | 28.51                   | 100.00     |

## 2.26 SPECIALTY COFFEE

A total of 27,320 bags of various specialty coffee grades worth US\$ 3.48 million was exported to during the year. These include Organic Bugisu, which fetched the highest average price of US\$ 2.56 per kilo, 39 cents higher than Bugisu AA at US\$ 2.17. Organic Okoro fetched US\$ 2.36 per kilo against US\$ 2.21 a kilo for Wugar (15 cents higher). Bugisu AA that went to the niche market segment realised an average price of US\$ 2.26 a kilo against US\$ 2.17 for the conventional market (a premium of 9 cents).

range of \$ 1.48 cents a kilo, which was 25 cents higher than the average price of Arabica coffee of \$ 1.23 during the year. However, the value for organic robusta dropped from 5,793 bags in 2004/05 to 4,838 bags (20%) – table 2.4 above.

A total of 1,962 bags of washed Robusta valued at \$ 126,030 were exported during the year with an average price of US\$ 1.07 per kilo, up from 1,408 bags (\$ 72,143) in 2004/5 and 210 bags worth \$ 10,232 in 2003/04. The quantity of washed robusta coffee is envisaged to increase further as more wet mills under the Strategic Export Programme are established. And coffee planted around these mills comes into production. The wet mills that are operational had a problem of obtaining adequate red cherries for processing this year.

## 2.30 PRICE MOVEMENT

### 2.31 LOCAL PRICES

Table 2.9 gives monthly realised average farmgate prices during the year for Kiboko (dry cherries), FAQ (clean Coffee beans) and arabica parchment. There was an appreciable increase in robusta coffee prices at the farm gate: Kiboko prices averaged Shs. 865 per kilo, which was up by Shs. 213 compared to the previous year and FAQ prices averaged Shs. 1,863 per kilo compared to Shs.1,371 last year. Arabica parchment prices rose by Sh 80/= from an average of Shs. 2,095 per kilo last year to Shs 2,175/=.The rise was more pronounced in Robusta, which was in line with high global Robusta prices attributed to tightness in the global supply of robusta during the year.

However, farmers participating in production of specialty certified coffees received as high as Shs. 1,300 per kilo of kiboko and Shs. 3,500 for arabica parchment in Mt. Rwenzori region under the Rwenzori Fine coffee project.

**TABLE 2.9 MONTHLY AVERAGE FARMGATE PRICES – Shs/Kilo**

| 2005/06             | Robusta    |              | ARABICA      |
|---------------------|------------|--------------|--------------|
|                     | Kiboko     | F.A.Q        | Parchment    |
| Oct – 05            | 775        | 1,650        | 2,350        |
| Nov – 05            | 975        | 1,860        | 2,350        |
| Dec – 05            | 1,000      | 1,975        | 2,300        |
| Jan – 06            | 1,000      | 2,075        | 2,600        |
| Feb – 06            | 900        | 1,900        | 1,450        |
| Mar – 06            | 700        | 1,750        | 2,200        |
| Apr – 06            | 730        | 1,800        | 2,250        |
| May – 06            | 700        | 1,900        | 2,100        |
| Jun – 06            | 1,050      | 1,750        | 2,100        |
| Jul – 06            | 700        | 2,000        | 2,100        |
| Aug – 06            | 850        | 1,850        | 2,150        |
| Sep - 06            | 1,000      | 1,850        | 2,150        |
| <b>AVG: 2005/06</b> | <b>865</b> | <b>1,863</b> | <b>2,175</b> |
| <b>AVG 2004/05</b>  | <b>612</b> | <b>1,371</b> | <b>2,095</b> |

percentage share in the FOR/T, Kampala price in the last fully dropped from 80% in 2004/05 to 79%, a result of appreciation of the local shilling against the US dollar. That notwithstanding, farmers still command a good share and because of this, farmers' demand for planting materials to enhance productivity and production has increased.

**Table 2.10 FARMERS' PERCENTAGE SHARE OF FOR/T KAMPALA PRICE**

| COFFEE YEAR | Average Price in Shs/Kilo |          | % -Age Share |
|-------------|---------------------------|----------|--------------|
|             | F.A.Q                     | SC. 1500 |              |
| 2001/02     | 520                       | 778      | 67           |
| 2002/03     | 1,080                     | 1,386    | 78           |
| 2003/04     | 1,090                     | 1,420    | 77           |
| 2004/05     | 1,371                     | 1,720    | 80           |
| 2005/06     | 1,863                     | 2,351    | 79           |

#### 2.40 GLOBAL SITUATION

The global coffee exports in 2005/06 totaled 87.21 million bags, a drop of 2.63% compared to 89.56 bags recorded in 2004/05. Arabica and Robusta exports in coffee year 2005/06 amounted to 58.46 million bags and 28.75 million bags, respectively compared with 59.35 million bags and 30.20 million bags in 2004/05.

The ICO composite indicator price averaged 91.44 US Cents per pound in 2005/06 compared with 85.30 cents for 2004/05 and 57.77 cents in 2003/04<sup>2</sup>.

Global production in 2005/06 was pegged at 106 million bags against a consumption level of 115 million bags, resulting in a global deficit of 9 million bags. This situation is nonetheless projected to stabilize in 2006/07 coffee year where production is estimated at 120 million bags against a consumption uptake of around 118 million bags. Prices are projected to remain as they are in the near future but for changes in exogenous factors and speculations.

#### 2.50 DOMESTIC COFFEE CONSUMPTION

Domestic coffee consumption continued to increase with a number of new cafés mushrooming in major towns. New cafés such as Pap Café, Bakers World, Nandos, Boldwin's Café and others have been set up on top of the old ones – Bancafe and 1000 Cups. These have attracted a number of customers, especially the youth. A good cup of coffee sells between Sh. 2,000 - 5,000/=.

The growth in the number of supermarkets, the main distribution channel of coffee products, in the country has made coffee available in most parts of the country. The main brands being sold in these supermarkets include Nescafe, Star Coffee (both instant and R & G), Africafe, Elgonia, Elgon Pride, Nguvu, Kahawa Maluum (Uganda Bugisu Coffee Beans) and lately One Café. Different supermarkets displayed quite a variety of coffee brands on their shelves catering for the diverse tastes and preferences

<sup>2</sup> See ICO website for details

ch as Shoprite and Uchumi (Garden City) display as s that cater for all income groups of customers.

## 2.60 CLOSING STOCKS

Table 2.11 represents the coffee stock position as at the close of the coffee season, September 30, 2006. Stocks at the export level were estimated at 265,227 bags of exportable grades, comprising - Robusta 174,423 bags and Arabica 90,804 bags. The high stock level especially for Arabica was mostly attributed to rising global prices prompting speculative exporters to stockpile in anticipation for yet higher prices.

**Table 2.11 COFFEE STOCK MOVEMENT – 60-Kilo Bags –**

| <b>Oct/Sept. 2005/06</b>      | <b>Robusta</b>   | <b>Arabica</b> | <b>Total</b>     |
|-------------------------------|------------------|----------------|------------------|
| Opening Stock                 | 152,240          | 90,090         | 242,330          |
| Total Production <sup>3</sup> | 1,550,497        | 624,724        | 2,175,221        |
| <b>Availability</b>           | <b>1,702,737</b> | <b>714,814</b> | <b>2,417,551</b> |
| Domestic Consumption          | 120,000          | 30,00          | 150,000          |
| Exports (Oct/Sept)            | 1,408,314        | 594,010        | 2,002,324        |
| Closing Stock –Sept 30.       | 174,423          | 90,804         | 265,227          |

## 2.60 OUTLOOK FOR 2006/07

Despite the drought experienced in 2005/06, coffee exports are projected to go up by 30% to reach 2.6 m bags on the account of the good husbandry practices arising from the favourable prices; and a forecast of good weather in 2007 as reported by the Meteorology Department. The coffee campaign, which started in 2005/06 in ten NAADS districts is also expected to result into higher farm productivity and production.

On the global scene, coffee production in Oct/Sept. 2006/07 is estimated at 118<sup>4</sup> million 60 kg bags, an increase of around 10% compared to 2005/06. This increase is attributed to an increase in Brazilian production due to the biennial cycle, characteristic of Arabica production; and production in Vietnam, which is estimated at 16.5 million bags.

Coffee stocks held by importing countries were reported to have fallen to 18.9 million bags<sup>5</sup>, the lowest in many years, because of the supply-demand imbalance experienced in 2005/06.

<sup>3</sup> This represents mainly coffee procurement or marketed production.

<sup>4</sup> ICO Coffee Market Report

<sup>5</sup> ICO Coffee Market Report

## Chapter Three

# QUALITY AND REGULATORY SERVICES

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### 3.1 TECHNICAL EXTENSION SERVICES

Extension technical services aimed at equipping the sector players with good processing, handling and storage techniques were provided. Particular emphasis was placed on demonstrating the correct use of moisture analysers and adjustment of the hullers. Over 150 buying stores, 212 hulleries, 20 central washing stations, 19 export grading plants, 27 exporting companies and 12 roasters were visited.

### 3.2 QUALITY AWARENESS AND ENFORCEMENT OF COFFEE REGULATIONS

The processing, handling and trading in semi dried kiboko and parchment continued to be the major cause of quality deterioration of coffee traded in the internal market. The adulteration of processed coffee (FAQ) with BHP's and other extraneous matter by some unscrupulous dealers also aggravates the deterioration of quality.

Sensitization workshops for the stakeholders were jointly organised by local authorities and UCDA in the districts of Kamuli, Jinja, Bushenyi, Mubende and Mpigi. It was resolved that the local authorities would enact and implement coffee by-laws to underpin the current Coffee Regulations.

Those dealers and processors found handling wet coffee (M.C > 14%) were penalised by suspending their operations for at least two weeks. Masaka district authorities in a joint effort with Masaka Coffee Buyers and Processors Association; and UCDA continued to man check points along the highways as a measure to curb the movement of poor quality coffees through the district. Those traders who were transporting poor quality lots were prosecuted in court of law where they paid hefty fines.

Similarly, poor FAQ deliveries to the export grading factories received high penalties as a deterrent to dealing in poor quality coffee. The exporters were advised to always reject poor deliveries so that these coffees are denied a market. The exporters were also advised to implement strict in-process quality control measures.

### 3.3 EFFECTS OF LOAD SHEDDING

The on-going nation-wide power shortage and load shedding have greatly undermined the coffee processing performance. Most hulleries could only operate on alternate days in line with rationing, and even then the supply is often intermittent. Envisably, milling charges rose from an average of Shs. 30/- per kilogramme of FAQ in the 2004/05 to Shs. 60/= in 2005/06. This led to a general decrease in the number of active processing units on top of depressing farm-gate prices.

### 3.4 FIELD EVALUATION

#### 3.4.1 Volume of the crop

The prolonged dry spell experienced during the year in most coffee growing and the effect of CWD in the Robusta resulted in a drastic drop in coffee production from 2.7 million bags to around 2.40 m bags, as measured by procurement figures. The drop was more in robustas, arabicas rose from 0.52 m bags to around 0.66 m.

on the out-turn and screen size distribution, was done during the beginning, peak and tail end of season in all the coffee growing zones. Samples were analysed in the UCDA laboratory at moisture contents below 13.0 %. The green coffee was not subjected to gravimetric sorting. Table 3.1 gives the percentages of out-turn and screen distribution over the years for natural Robusta in the various regions.

**Table 3.1 %-AGE OUT-TURN & SCREEN DISTRIBUTION OF NATURAL ROBUSTA**

| COFFEE ZONE <sup>6</sup> | COFFE YEAR | OUT-TURN | Screen Retention |      |      |     |
|--------------------------|------------|----------|------------------|------|------|-----|
|                          |            |          | 1800             | 1500 | 1200 | <12 |
| 1. South Western         | 2001/02    | 57.3     | 11.3             | 69.6 | 17.5 | 1.6 |
|                          | 2002/03    | 57.1     | 14.4             | 67.5 | 17.3 | 0.8 |
|                          | 2003/04    | 56.8     | 14.7             | 68.3 | 16.4 | 0.6 |
|                          | 2004/05    | 56.5     | 11.6             | 65.3 | 22.3 | 0.8 |
|                          | 2005/06    | 55.5     | 11.7             | 58.9 | 27.3 | 2.1 |
| 2. Western               | 2001/02    | 56.8     | 9.7              | 66.4 | 23.1 | 1.0 |
|                          | 2002/03    | 57.2     | 15.2             | 63.1 | 28.6 | 2.3 |
|                          | 2003/04    | 56.4     | 13.9             | 66.7 | 17.9 | 1.5 |
|                          | 2004/05    | 56.0     | 12.8             | 64.3 | 21.8 | 1.1 |
|                          | 2005/06    | 54.0     | 9.4              | 62.6 | 26.3 | 1.7 |
| 3. Masaka                | 2001/02    | 57.3     | 12.9             | 65.6 | 20.3 | 1.2 |
|                          | 2002/03    | 56.5     | 12.5             | 65.2 | 21.4 | 0.9 |
|                          | 2003/04    | 57.8     | 13.6             | 63.9 | 22.1 | 0.4 |
|                          | 2004/05    | 56.4     | 13.1             | 65.0 | 21.1 | 0.8 |
|                          | 2005/06    | 54.0     | 12.5             | 59.2 | 32.1 | 2.6 |
| 4. Central               | 2001/02    | 56.5     | 12.2             | 67.0 | 20.7 | 0.1 |
|                          | 2002/03    | 56.3     | 14.9             | 64.8 | 19.4 | 0.9 |
|                          | 2003/04    | 53.2     | 12.1             | 62.8 | 24.2 | 0.9 |
|                          | 2004/05    | 53.6     | 10.5             | 63.7 | 24.6 | 1.2 |
|                          | 2005/06    | 54.1     | 12.7             | 63.2 | 23.0 | 1.1 |
| 5. Eastern               | 2001/02    | 57.8     | 11.8             | 69.0 | 18.5 | 0.7 |
|                          | 2002/03    | 57.5     | 16.7             | 61.3 | 21.2 | 0.8 |
|                          | 2003/04    | 56.8     | 15.3             | 62.0 | 22.3 | 0.4 |
|                          | 2004/05    | 57.0     | 14.3             | 64.5 | 20.0 | 1.2 |
|                          | 2005/06    | 55.0     | 11.9             | 65.1 | 21.9 | 1.1 |

Overall, there was a drop in out-turn in virtually all coffee growing regions except the Central region, which was largely due to the drought experienced during the year. Similarly, screen retention for Sc. 15 and above fell in all regions except Central, and the proportion of Sc. 12 went up, a function of weather.

Table 3.2 gives the average out-turn for Washed Arabica in 2005/06. The outturn in the Arabica areas was generally good. In Nebbi district which had a bumper crop due to favourable weather, the out-turn increased to 80.2 % from 78.6 % in the previous year.

**<sup>6</sup> The districts in the Robusta Coffee Zones are:**

- South Western - Ntungamo, Mbarara, Bushenyi, Rukungiri & Kasese
- Western - Kabarole, Kibale, Hoima, Kiboga & Mubende
- Masaka - Masaka, Rakai, Sembabule & Kalangala
- Central - Mpigi, Luwero, Nakasongola, Wakiso & Mukono
- Eastern - Jinja, Iganga, Kamuli, Mayuge & Bugiri.



#### RETURN OF WASHED ARABICA:2001/02 – 05/06

|              |      | 2002/03 | 2003/04 | 2004/05 | 2005/6 |
|--------------|------|---------|---------|---------|--------|
| 1. Mbale     | 81.0 | 80.5    | 79.9    | 80.1    | 79.6   |
| 2. Kapchorwa | 81.0 | 81.0    | 80.2    | 80.8    | 80.0   |
| 3. Nebbi     | 80.0 | 79.9    | 80.3    | 78.6    | 80.2   |
| 4. Kisoro    | 81.8 | 81.7    | 81.0    | 82.0    | 81.0   |

### 3.4. LIQUOR OF EXPORT COFFEE

Table 3.3 shows the liquor report for the various coffee grades exported in 2005/06 compared to the previous years. Generally, the cup taste was clean and had improved over the previous season. This was attributed to improved post handling practices at all stages in the value chain, a result of UCDA's vigilance in enforcement of coffee regulation and the high penalties levied by at the export grading factories for poor quality coffee.

**TABLE 3.3 PERCENTAGE OF CLEAN CUPS IN 2002/03 – 2005/06 SEASONS**

| TYPE            | GRADE          | 2002/03 | 2003/04 | 2004/05 | 2005/06 |
|-----------------|----------------|---------|---------|---------|---------|
| Bugisu Arabica  | AA             | 96.5    | 99.3    | 95.9    | 95.5    |
|                 | A              | 95.8    | 98.9    | 96.1    | 97.2    |
|                 | AB             | 94.5    | 95.8    | 93.9    | 92.4    |
|                 | PB             | 98.4    | 91.2    | 95.6    | 98.1    |
|                 | B              | 96.9    | 97.1    | 98.6    | 92.9    |
| Other Arabicas  | Wugar          | 95.8    | 95.2    | 95.5    | 96.5    |
|                 | Drugar         | 89.5    | 91.0    | 86.9    | 90.3    |
| Natural Robusta | Sc 18          | 88.3    | 90.8    | 86.8    | 87.8    |
|                 | Sc 17          | 89.0    | 94.0    | 89.7    | 86.4    |
|                 | Sc 16          | 89.6    | 94.0    | 92.8    | 97.6    |
|                 | Sc 15          | 87.7    | 91.5    | 87.9    | 89.1    |
|                 | Sc 14          | 87.3    | 94.0    | 87.1    | 89.2    |
|                 | Sc 13          | 90.5    | 91.5    | 89.3    | 90.5    |
|                 | Sc 12          | 88.0    | 93.0    | 87.2    | 88.4    |
| Washed Robusta  | Sc 18          | 100.0   | 100     | 100     | 100.0   |
|                 | Sc 15          | 100     | 100     | 100     | 100.0   |
| Organic Coffee  | Bugisu Arabica | 100     | 95.2    | 100     | 96.4    |
|                 | Okoro Arabica  | 100     | 90.5    | 100     | 100.0   |
|                 | Robusta        | 80.0    | 100     | 89.3    | 95.2    |

Table 3.4 shows a summary of the cup defects on a monthly basis in the standard Natural Robusta grade (screen 15), The main defects were Taints – 44.1%, Earthiness – 33.1%, Over fermentation – 14.1% and Potato – 7.8 %. These defects are attributed to poor drying, handling and storage practices. Taints and earthiness are mainly picked up from poor drying yards and unsuitable storage facilities.

**TABLE 3.4: SUMMARY OF STANDARD GRADE CUP IN 2005/06**

| MONTH | O/F | POT | TAINTS | EARTHY | OTHER* | TOTAL    |       |
|-------|-----|-----|--------|--------|--------|----------|-------|
|       |     |     |        |        |        | DEFCTIVE | CLEAN |
| Oct   | 3   | 1   | 11     | 5      | -      | 20       | 308   |
| Nov   | 5   | 4   | 12     | 10     | -      | 31       | 182   |
| Dec   | 7   | 7   | 17     | 4      | -      | 35       | 476   |
| Jan   | 5   | 6   | 35     | 31     | -      | 77       | 687   |

|                  |             |            |             |             |            |            |              |
|------------------|-------------|------------|-------------|-------------|------------|------------|--------------|
|                  | 19          | 17         | -           | 45          | 375        |            |              |
|                  | 19          | 13         | -           | 35          | 336        |            |              |
|                  | 11          | 14         | -           | 29          | 223        |            |              |
| May              | 5           | 3          | 33          | 17          | -          | 58         | 460          |
| Jun              | 24          | 8          | 44          | 30          | -          | 106        | 748          |
| Jul              | 12          | 8          | 31          | 41          | 1          | 92         | 705          |
| Aug              | 13          | 7          | 37          | 25          | -          | 82         | 779          |
| Scp              | 17          | 3          | 31          | 18          | -          | 69         | 337          |
| <b>Total</b>     | <b>101</b>  | <b>53</b>  | <b>300</b>  | <b>225</b>  | <b>1</b>   | <b>679</b> | <b>5,616</b> |
| <b>% defects</b> | <b>14.9</b> | <b>7.8</b> | <b>44.1</b> | <b>33.1</b> | <b>0.1</b> | -          | -            |

- Others includes Woody, Winey, Bitterness, Harsh, Fruity, Grassy and Musty.

### 3.5 COFFEE REFERRED FOR REPROCESSING

During preshipment inspection of coffee export lots, a total of 58,968 bags did not conform to the export standards and were therefore referred for reprocessing. Table 3.5 below shows the comparative number of bags referred for reprocessing over the years.

The main faults that led to referrals continued to be wetness (32.5 %), followed by Discoloureds (26.7 %) poor screen retention (22.9 %), pods (11.5 %), Floats (3.5 %) and Extraneous matter (2.9 %). Although there was a fall in total volume of exports, there was an increase of 13, 979 bags (31.1%) in the number of bags referred for reprocessing over the previous season. This increase was mainly due a marked increase in the discoloureds/blacks.

The faults are attributed to poor processing techniques at the export grading plants mainly due to acceptance of poor quality FAQ deliveries, which were highly penalised. The coffee was dried and/or reprocessed to meet acceptable export standards.

**TABLE 3.5 COFFEE BAGS REFERRED FOR REPROCESSING OVER THE YEARS**

| FAULTS              | 2001/02       | 2002/03       | 2003/04       | 2004/05       | 2005/06       |
|---------------------|---------------|---------------|---------------|---------------|---------------|
| Wetness             | 26,163        | 23,186        | 22,828        | 20,511        | 19,185        |
| Poor Retention      | 6,600         | 8,202         | 12,396        | 10,220        | 13,502        |
| Discoloureds/Blacks | 9,374         | 1,605         | 6,425         | 7,384         | 15,747        |
| Floats/BHP          | 3,840         | 320           | 1,097         | Nil           | 2,030         |
| Pods                | 680           | 1,280         | 3,200         | 4,354         | 6,784         |
| Extraneous matter   | 1,440         | 10,631        | 8,251         | 2,520         | 1,720         |
| <b>TOTAL</b>        | <b>48,097</b> | <b>45,224</b> | <b>54,197</b> | <b>44,989</b> | <b>58,968</b> |

### 3.6 MICROBIOLOGY AND MYCOTOXIN LABORATORY ACTIVITIES

#### 3.6.1 Laboratory

- Under the proficiency test analysis, 5 additional rounds involving 30 samples from Brazil were analyzed. The results of all the rounds were consistent with those from other participating countries in the Mould Project.
- Following one of the recommendations of the Global FAO Mould project, programmes for Control and Monitoring of OTA in the entire supply chain

and training in Mould prevention in coffee is ongoing. A supporting factories as a guide in control of mould (OTA)

has also been drafted.

- A Laboratory policy manual and a Standard Operation Procedures manual that show in detail, the procedures to follow when carrying out the laboratory operations have also been drafted.

### 3.6.2 Training

A student of Food Science and Processing from Kyambogo University received his industrial in analytical procedures in the Microbiology laboratory where an investigation on the occurrence of OTA in green coffee beans was done. Forty eight (48) samples were analyzed using the fluorometer method.

A team of laboratory experts from Brazil provided training for 2 weeks to UCDA and UNBS staff in OTA analysis. They also took an assessment of UCDA OTA laboratory in readiness testing OTA levels in coffee.

### 3.7 DEVELOPMENT OF WASHED COFFEE

Installation works of the 16 wet processing units obtained under the Strategic Export Programme (SEP) in 2003 continued; 9 were completed of which 5 are operational. Two other mills await the completion of electrical wiring to begin operations. The rest are at various stages of installation as shown in table 3.6 below.

**TABLE 3.8: STATUS OF WET MILLS UNDER THE SEP**

| BENEFICIARY                   | DISTRICT  | T/HR* | STATUS                         |
|-------------------------------|-----------|-------|--------------------------------|
| 1. Mt View Farm               | Bushenyi  | 3.5   | Wiring (electrical) to be done |
| 2. Mt View Farm               | Bushenyi  | 1.0   | Wiring (electrical) to be done |
| 3. West Nile Womens Assoc.    | Arua      | 3.5   | Complete                       |
| 4. Four Ways Group            | Masaka    | 3.5   | Complete and operating         |
| 5. Victoria Coffees Ltd       | Mukono    | 3.5   | Installation in progress       |
| 6. Busaanyi Agro. Investments | Mpigi     | 3.5   | Installation in progress       |
| 7. Savannah Commodities       | Ibanda    | 3.5   | Complete and operating         |
| 8. Savannah Commodities       | Ibanda    | 1.0   | Complete and operating         |
| 9. Kabasekende Enterprises    | Hoima     | 1.0   | Civil works have stalled       |
| 10. Kabagala Estates          | Masaka    | 1.0   | Civil works have stalled       |
| 11. Bugisu Pulperies          | Mbale     | 1.0   | EIA in progress                |
| 12. Kyolaba Farm              | Wakiso    | 1.0   | Complete                       |
| 13. Zinunula Coffee Ltd       | Luweero   | 1.0   | Civil works have started       |
| 14. BCU (Mtl Traders Ltd      | Sironko   | 1.0   | Complete and operating         |
| 15. Sipi Falls Pulperies      | Kapchorwa | 1.0   | EIA in progress                |
| 16. Kikonda Estates           | Luweero   | 1.0   | Civil works have began         |

\* Capacity in T/hr of fresh cherry

The ongoing coffee replanting programme focuses on creation of catchment areas for red coffee cherries around these wet mills. The mills that are operational had a problem of having adequate supply of cherries for optimal operations.

### 3.9. TRAINING IN BASIC QUALITY CONTROL TECHNIQUES

A total of 40 quality controllers comprising of 22 from the industry and 18 from institutions of tertiary learning were trained in basic quality control systems during the

exporters to source well trained quality controllers for . Table 3.9 shows the number of quality controllers trained since the programme began.

**TABLE 3.9 NUMBER OF TRAINEES IN BASIC QUALITY CONTROL COURSE**

| <b>YEAR</b>  | <b>INDUSTRY</b> | <b>INSTITUTIONS</b> | <b>TOTAL</b> |
|--------------|-----------------|---------------------|--------------|
| 1993-1996    | 43              | 04                  | 47           |
| 1996/1997    | 21              | 14                  | 35           |
| 1997/1998    | 04              | 04                  | 08           |
| 1998/1999    | 13              | 17                  | 30           |
| 1999/2000    | 56              | 17                  | 73           |
| 2000/2001    | 19              | 29                  | 48           |
| 2002/2003    | 26              | 09                  | 35           |
| 2003/2004    | 43              | 20                  | 63           |
| 2004/2005    | 5               | 13                  | 18           |
| 2005/2006    | 22              | 18                  | 40           |
| <b>TOTAL</b> | <b>252</b>      | <b>145</b>          | <b>397</b>   |

## Chapter Four

### COFFEE DEVELOPMENT PROGRAMMES

#### 4.0 INTRODUCTION

##### 4.1 Coffee Development

The major coffee development activities implemented during the year targeted farmer extension delivery services (training, farm visits, method demonstrations and radio programmes); strengthening coffee uptake in new areas; productivity improvement technologies and developing market infrastructure for new coffee growing areas (Mid North and new Arabica areas); development of new strategies for reviving coffee re-planting; and Monitoring and Evaluation.

Coffee production remained on a declining course despite the efforts of previous re-planting. Coffee output during 2005/06 dropped to 2.40 million bags from 2.70 million bags in 2004/05 as measured by market production. The sharp fall was largely attributed to effects of a combination of prolonged drought, the Coffee Wilt Disease, declining soil fertility and high incidences of pests and diseases in the arabica areas.

However, coffee production projections in 2006/07 remain positive as indicators show good weather conditions, and improved husbandry practices due to good prices. More coffee trees are expected to continue entering into production. Production in 2006/07 is projected at 2.9 million bags.

TABLE 4.1 COFFEE PRODUCTION OUTLOOK

| Type of Coffee                           | Initial Area (ha.) | Net area in Hectares after CWD discount effect (of 52)% | Yield (FAQ Green Coffee) Kg/ha | Estimated Output (Tonnes) |
|--|--------------------|---|--------------------------------|---------------------------|
| 1. Traditional Robusta                   | 242,000            | 116,000   | 550                            | 63,000                    |
| 2. Clonal Robusta                        | 60,000             | 47,000  | 1800                           | 84,600                    |
| 3. Old Arabica                           | 30,000             | 30,000  | 600                            | 18,000                    |
| 4. Newly planted Arabica                 | 10,000             | 10,000  | 1000                           | 10,000                    |
| 5. Net Area /Output                      |                    | 196,000   |                                | 175,600                   |
| Volume Equivalent (Million 60 kilo bags) |                    |   |                                | 2.93                      |

Considering area and output, despite the high mortality rate of the previous replanting programme, the net surviving coffee from new plantings would sustain export volumes to a level above 2.5 million bags.

##### 4.2 COFFEE REPLANTING

Activities undertaken during 2005/06 were limited to payment arrears for plantlets earlier supplied; Monitoring and Evaluation; and reviewing the strategy for sustaining the replanting programme. The main activities undertaken included sensitizing and mobilizing coffee farmers to continue planting. A total of 1,826,025 plantlets were planted by 13,150 farmers as detailed in Table 4.2 below.

FEE TREES PLANTED IN 2005/06

| District     | Source of Plantlets |                  | Total<br>Planted | No. of<br>Farmers |
|--------------|---------------------|------------------|------------------|-------------------|
|              | UCDA                | Private          |                  |                   |
| Arua         |                     | 57,350           | 57,350           | 425               |
| Bugiri       | -                   | 18,300           | 18,300           | 131               |
| Bushenyi     | -                   | 78,900           | 78,900           | 564               |
| Hoima        | -                   | 36,480           | 36,480           | 261               |
| Jinja        | -                   | 16,000           | 16,000           | 114               |
| Kalangala    | -                   | 2,200            | 2,200            | 16                |
| Kabarole     | -                   | 27,800           | 27,800           | 199               |
| Kamwenge     | -                   | 26,400           | 26,400           | 200               |
| Kyenjojo     | -                   | 18,000           | 18,000           | 129               |
| Kapchorwa    | -                   | 79,500           | 108,500          | 781               |
| Kisoro       | -                   | 12,050           | 12,050           | 86                |
| Kibaale      | -                   | 11,690           | 11,690           | 84                |
| Kayunga      | -                   | 13,000           | 13,000           | 93                |
| Kanungu      | -                   | 600,350          | 600,350          | 4,385             |
| Kamuli       | -                   | 28,560           | 28,560           | 204               |
| Luwecero     | -                   | 65,500           | 65,500           | 471               |
| Masaka       | -                   | 48,000           | 48,000           | 343               |
| Masindi      | -                   | 1,500            | 1,500            | 10                |
| Mayuge       | -                   | 14,600           | 14,600           | 104               |
| Mbale        | -                   | 109,505          | 109,505          | 782               |
| Manafwa      | -                   | 86,200           | 86,200           | 616               |
| Mubende      | 59,750              | 79,000           | 138,750          | 991               |
| Mbarara      |                     | 36,000           | 36,000           | 257               |
| Mukono       | 9,000               | 68,000           | 77,000           | 550               |
| Nakaseke     | -                   | 11,990           | 11,990           | 86                |
| Nakasongola  | -                   | 20,000           | 20,000           | 143               |
| Nebbi        | -                   | 92,400           | 92,400           | 660               |
| Rakai        | -                   | 60,000           | 31,000           | 221               |
| Rukungiri    | -                   | 16,000           | 16,000           | 114               |
| Tororo       | 4,000               | -                | 4,000            | 1                 |
| Wakiso       | 10,000              | 8,000            | 18,000           | 129               |
| <b>TOTAL</b> | <b>82,750</b>       | <b>1,743,275</b> | <b>1,826,025</b> | <b>13,150</b>     |

An Assessment of MAAIF divested Clonal coffee nurseries was carried out with the following results:- Out of the 20 nurseries 6 were still well maintained and operational, 12 were abandoned and overgrown but redeemable; and 3 were completely destroyed. There is therefore a good potential to bring many of them back into production to preserve the germplam.

### AIF DIVERSTED COLNAL COFFEE NURSERIES

| District  | Site Location           | Name of Nursery Operator (Lease) | Estimate No. of Mother Bushes (2006) | Status of Mother Garden (E,G, F,P, A) | Production Capacity ('000 Cuttings per annum) | Status of Nursery (Good, Fair, Poor, Abandoned) | Effective Demand for Coffee from the Nursery (High, Medium Low, None) |   |
|-----------|-------------------------|----------------------------------|--------------------------------------|---------------------------------------|---|---|---|---|
| Jinja     | Nakabangho              | Muwangala Rose                   | 1,800                                | E                                     | 51  | G   | L   | Operating, redeemable                     |
| Kamuli    | Nawanyago VTC           | Mukoza Kifuse                    | 1,200                                | F                                     | 40  | A   | L   | Diversified into cocoa & tree seedlings   |
| Kamuli    | Kasozi                  | Kuluse Norah Ibanda              | NIL                                  | N/A                                   | NIL   | A   | L   | Completely destroyed                      |
| Mayuge    | Ikulwe DFI              | Tibadhukira K. Sarah             | 3,000                                | F                                     | 95  | A   | L   | Leasee abandoned site                     |
| Mukono    | Mukono ARDC             | Ssozi B. Francis                 | 3,000                                | F                                     | 81  | F   | L   | Operating, redeemable ARDC took over site |
| Mpigi     | Mpigi DFI               | Lubega, John                     | 3,000                                | G                                     | 104   | F   | L   | Redeemable                                |
| Rakai     | Kalisizo                | Uwabani N. Sylvia                | 2,950                                | G                                     | 80  | G   | M   | Operating, redeemable awaits              |
| Masaka    | Masaka DFI Kamenyamiggo | Nyamwegyendaho A.M.              | 3,000                                | G                                     | 108   | P   | L   | Redeemable                                |
| Mityana   | Mityana DFI             | Hakuza A. Nkeza                  | 6,000                                | G                                     | 162   | G   | M   | Operating, redeemable                     |
| Mubende   | Mubende                 | Sabiiti Joseph                   | 1,500                                | A                                     | 45  | A   | NONE  | Abandoned                                 |
| Luwero    | Bukalasa DFI            | Semakula Catherine               | 5,000                                | G                                     | 135   | G   | M   | Operating, redeemable                     |
| Kiboga    | Kacwangozi              | Lukwago C.B.M.                   | 2,000                                | A                                     | 54  | A   | L   | Abandoned due to land dispute             |
| Masindi   | Kihonda                 | Olupot Michael                   | NIL                                  | N/A                                   | _   | N/A   | L   | Destroyed                                 |
| Hoima     | Bulindi                 | Nyakoojo Lawrence                | 1,000                                | A                                     | 27  | A   | L   | Abandoned                                 |
| Kyenjojo  | Katooke                 | Katimbale E.                     | 1,121                                | F                                     | 30  | F   | L   | Redeemable                                |
| Bushenyi  | Rubare                  | Tumushabe Jenina                 | 900                                  | A                                     | 24  | A   | N   | Abandoned                                 |
| Rukungiri | Kashenyi                | Rutaru Joan                      | 800                                  | G                                     | 16  | A   | N   | Abandoned                                 |
| Mbarara   | Kinoni                  | Katabarwa George                 | 1,200                                | F                                     | 32  | A   | N   | Abandoned, concentrating on seedlings     |

|       |   |    |   |   |                                  |
|-------|---|----|---|---|----------------------------------|
| NIL   | A | 30 | A | L | Displaced by road infrastructure |
| 2,000 | A | 55 | A | L | Abandoned                        |

|             |  |                         |
|-------------|--|-------------------------|
|             | <b>Status of Mother Garden/Nursery</b> | <b>Effective Demand</b> |
| <b>KEY:</b> | G - Good                               | M - Medium              |
|             | F - Fair                               | L - Low                 |
|             | P - Poor                               | N - None                |

- Developed a mechanism for community based coffee nurseries where farmers will establish their own nurseries and plant the raised plantlets on a demand driven basis. UCDA will however contribute the elite coffee seed, poly pots, shade tree seeds and technical services.
- Identified support requirements for CORI to enable final trials of CWD resistant clones and propagation of the cultivars for replication to other nurseries countrywide and rehabilitation of Arabica seed gardens (Buginyanya and Zombo).
- The private sector, particularly the coffee exporters, has become more involved in organizing and supporting community groups to continue planting, processing and marketing. Those on board include Kawacom (U) Ltd., Olam (U) Ltd., Ibero (U) Ltd./Kaweri Coffee Farmers' Alliance, Kyagalanyi Coffee Ltd., Kampala Domestic Store under Busaanyi Agro investment, Savannah Commodities and APEP as detailed in Table 4.4 below.

**TABLE 4.4 INVOLVEMENT OF PRIVATE SECTOR IN COFFEE REPLANTING**

| Organization                     | District of operation         |
|----------------------------------|-------------------------------|
| IBERO                            | Luweero, Kamuli, Masaka       |
| Kawacom                          | Nebbi, Kapchorwa and Bushenyi |
| APEP                             | Masaka, Kamuli, Arua, Nebbi   |
| Olam (U) Ltd.                    | Semuto, Nakaseke district.    |
| Kyagalanyi Coffee Ltd.           | Nakanyonyi, Mukono district.  |
| Kampala Domestic Stores/Busaanyi | Mpigi and Mityana             |
| Kaweri Coffee Farmers' Alliance  | Mityana and Mubende           |
| Savannah Commodities             | Mbarara and Ibanda            |

- UCDA in collaboration with other stakeholders developed a national strategy for improving production and export volumes from the current 2.0 million bags to 4.5 million bags by the year 2015/16. Implementation of the strategy will address the underlying constraints in Research, Extension, Input-Credit and Farmer Organizations that affect production.



## EXTENSION LIAISON

During the year, a total of 1,388 farm-visits, 966 method demonstrations and conventional training seminars were undertaken in 38 out of the 51 traditional coffee growing districts.

DCCs participated in training and extension liaison, which were organized by Local Governments and NGOs to provide extension services to coffee farmers under the APEP and NAADS programmes on coffee productivity enhancement. In this regard, over 300 technology development sites were established in Eastern, Central and South Western regions with APEP.

A demonstration on productivity enhancement of old traditional robusta coffee through stumping and good husbandry practices was undertaken at Buzu Farm, Nakisunga Sub-county in Mukono district for farmers to adopt. Similar Coffee Rehabilitation Demos are to be replicated in other areas in the coming financial year.

### 4.3. COFFEE DEVELOPMENT IN NEW AREAS

#### 4.3.1 Production

Coffee production activities were intensified in new coffee areas in Eastern and Mid-Northern regions through training and sensitization of farmers and Local Leaders in Good Agricultural Practices, (GAPS), for sustainable production.

An assessment of the potential for coffee growing in Teso Region was carried out. Results indicated that coffee growing is viable in some parts of Teso where farmers should use elite Robusta in agro-forestry conditions and soil re-conditioning. Follow up and establishment of research trial plots in Teso and other areas on Mid-Northern Uganda will be done in collaboration with CORI.

#### 4.3.2 Marketing

The Market Development effort focused on the new coffee districts of Apac, Lira, Kitgum, Gulu, Pader, Busia, Tororo, Pallisa, Kabale and Kisoro where quantities were too small to attract the private sector.

In order to maintain farmers' interest in coffee growing, UCDA entered a memorandum of understanding with AGROPEL INVESTMENTS LIMITED to develop the internal coffee market in the new areas. A revolving fund of Shs. 15 m was put in place and a total of 13,899 kilogrammes of Robusta Kiboko coffee at Shs 1,070 per kilo was procured. The price compared favourably with what prevailed in the traditional robusta coffee areas, Shs. 1050. Farmers in Mid-Northern districts of Lira and Apac benefited from this arrangement in 2005/06 coffee year.

Constraints faced in coffee marketing in new areas included small quantities of coffee, the dispersed farmers' households spread over a wide area, which resulted in increased collection costs, thus depressing farm gate prices. Despite these problems, UCDA/AGROPEL INVESTMENT marketing initiative has prompted farmers in to continue investing in coffee growing.

Some Arabica coffee farmers in Kisoro district entered into a contract with Urth Caffé, an organic coffee shop outlet in California, USA to supply it with coffee. One

per kilo during the year. Internal domestic marketing is however still at the embryo stage of development.

Use of mobile phone based SMS market information delivery mechanism was introduced to farmers in new areas as well. This facility provides prompt market information on coffee prices. It is envisaged to improve internal marketing and production.

#### 4.4 PROMOTION OF FERTIGATION TECHNOLOGIES

To address low productivity and quality arising from adverse weather and declining soil fertility, UCDA introduced fertigation technology demonstration sites in the districts of Mukono, Wakiso, Mpigi, Masindi and Mbarara as indicated in Table 4.5 below.

TABLE 4.5 FERTIGATION TECHNOLOGY DEMONSTRATION SITES

| District       | Subcounty       | Parish           | Village         | Name of Farmer                |
|----------------|-----------------|------------------|-----------------|-------------------------------|
| <b>Mukono</b>  | <b>Ntenjeru</b> | <b>Bugoye</b>    | <b>Bugoye</b>   | <b>Mrs. Mukasa</b>            |
| <b>Wakiso</b>  | <b>Wakiso</b>   | <b>Bakka</b>     | <b>Busawuli</b> | <b>Capt. Kafeero Kiwanuka</b> |
| <b>Mpigi</b>   | <b>Muduuma</b>  | <b>Tiribogo</b>  | <b>Galabi</b>   | <b>Mulangira Genza</b>        |
| <b>Masindi</b> | <b>Nyagahya</b> | <b>Biizi</b>     | <b>Biizi</b>    | <b>Mr. John Bagada</b>        |
| <b>Mbarara</b> | <b>Rugando</b>  | <b>Kitungulu</b> | <b>Kapereza</b> | <b>Mr. Jordan Namanya</b>     |

The fertigation demonstration sites were used to train farmers on the benefits of efficient utilization of water and locally available organic manure in soil improvement, water retention for enhancement of coffee productivity and quality.

Results from the demonstration sites indicate a yield improvement from as low as 1 kg to an average of 3 kg of Kiboko per tree for those who adopted the technology, showing that productivity can easily be doubled or tripled with fertigation. The farmers who had adopted fertigation technology had coffee plots showing better tolerance to water stress, reduced flower abortion and increased fruit setting – hence improvement in productivity.

Adoption of fertigation technology by farmers was however slow due to limited coverage of demo sites and expenses attached to the technology.

#### 4.5. SUPPORT TO ARABICA COFFE DEVELOPMENT

A Memorandum of Understanding (MoU) was undertaken to formalize modalities for production and procurement of Arabica seed from Buginyanya Agricultural Research Development Centre was undertaken.

During the year, seed money amounting to Shs. 4.97 million was released to Buginyanya ARDC for stumping and maintenance of the seed gardens. It is expected that 2,000 kg (two tonnes) of breeders' seed will be procured annually by UCDA for distribution to nursery operators.

on-farm trials for the new *Arabica* coffee variety (Tuza) conducted in the gazetted mid-altitude areas of the South western districts of Bushenyi, Mbarara, Ntungamo, Rukungiri and Kanungu. Preliminary assessment of field results from Masaka and Bushenyi show that Tuza *Arabica* has only one major season of about 6 months ranging from April to October. It is tolerant to drought and Coffee Wilt Disease. The yield range is (30-40) bags per hectare per year compared to an average of about (12-15) bags of parchment of traditional *Arabica* coffee under average management conditions.

Due to the good field performance, (mainly high productivity and resistance to pests and diseases) observed on farms in the above gazetted zone, many farmers in other traditionally *Robusta* areas particularly in the districts of Masaka, Luweero, Mpigi, Kabarole, Nakasongola and Eastern Uganda have expressed a lot of interest in planting the new Tuza *Arabica*. The challenge therefore remains on establishment of more on-farm trials in the interested districts and quickening cup analysis and market reactions to enable commercial growing based on good cup quality and market acceptability.

#### **4.6. MONITORING AND EVALUATION OF THE REPLANTING PROGRAMME**

Monitoring and Evaluation of the Replanting Programme continued to be undertaken, with an objective of receiving feedback from all the districts about the performance of coffee planted under the Government supported Strategic Export Programme (SEP), which started in 2001 and ended in 2004. It was also intended to seek views on how the programme could be revived.

##### **The following were the major findings:**

- Most of coffee planted under this programme was bearing fruits. The average survival rate was 70%. The districts in eastern Uganda of Kapchorwa and Sironko had the highest survival rate in the range 80-90% while marginal areas of Lira and Apac had the lowest of between 50-60%.
- The average reported yield of Kiboko coffee per hectare per year ranged between 2,500 kg to 5,000 kg, depending on the period of establishment and level of farm management.
- The average reported income per household that carried out replanting ranged between Shs. 800,000/= to Shs. 1,200,000/= depending on acreage and type of coffee. *Arabica* farmers reported relatively high incomes per unit of production as a result of *Arabica* good prices.
- Over the years, before the onset of the Coffee Wilt Disease the average annual *Robusta* production had been 2.7 million bags per year. By 2005/06 the Coffee Wilt Disease had cumulatively destroyed 52% of *Robusta* coffee. This meant that without replanting, the annual exports could have reduced in the same proportion by about 1.4 million bags, implying that replanting also accounted for about 1.4 million bags of the total of the 2 million bags exported during the 05/06 Coffee Year.
- Coffee was still ranked as a major household income earner for coffee farmers.

low willingness to plant coffee but were constrained by incomes;

- The Local Governments were willing to give the programme maximum support despite the limited resources at their disposal;
- Other coffee multiplication and distribution models such as community based nurseries were seen as appropriate avenues for improving the efficiency and effectiveness of the replanting programme at farmers level;
- It was suggested that the private sector (Coffee Exporters and Farmer Organizations) and NGOs be fully integrated as partners in the new coffee production strategy.
- Intercropping and diversification were identified as coping mechanisms for farmers to remain in coffee and avoid the disappointments from other crops as was the case with Vanilla, Moringa and Aloe Vera.
- Stakeholders requested Government to put in place a mechanism for providing sustainable funding of the Replanting Programme.

#### **4.7 PESTS AND DISEASES IN ARABICA COFFEE GROWING AREAS**

A comparative assessment of the effect of pests and diseases on *Arabica* coffee productivity was carried out in the districts of Mbale and Kapchorwa. Spraying resulted into a yield variation of 20 - 40% between farmers who sprayed and those who didn't.

There was an improvement in general coffee practices as a result of remunerative farm gate prices during the past three years. Other factors observed that could be contributing to low productivity at farm level include poor soil conditions, limited use of fertilizers and insufficient agronomic practices.

The major challenge identified was lack of an effective input credit system to enable the farmers' access the required chemicals.

#### **4.8 THE COFFEE WIL DISEASE (CWD)**

Surveillance and field diagnostic studies on the disease continued to be undertaken by UCDA, CORI and Extension workers to update on the cumulative infection levels since 1993.

Results indicated that the cumulative infection level of CWD since 1993 was estimated at 52% by 2005/06 of total Robusta area, which was initially estimated at 242,000 ha. or 300 million trees compared to 50% in 2004/05 coffee year, 47% in 2003/04 coffee year, 45% in 2002/03 coffee year and 42% in 2001/02 coffee year – (*UCDA/CORI Baseline Surveys*).

Compared to the previous years, the disease effect, year-on-year had been confirmed to be on a diminishing trend. In some districts, the earlier affected coffee trees had sprouted indicating some resistance build up against the disease. Year to year,

infection had remained at 2% in 2005/06 down from 3/04.

**TABLE 4.6 CUMULATIVE COFFEE WILT DISEASE INFECTION LEVEL**

| Region/District      | Initial Area<br>(Ha) | Cumulative Infection (%) |         |         |         |         |
|----------------------|----------------------|--------------------------|---------|---------|---------|---------|
|                      |                      | 2001/02                  | 2002/03 | 2003/04 | 2004/05 | 2005/06 |
| <b>Central</b>       |                      |                          |         |         |         |         |
| Mukono               | 54,000               | 65.00                    | 65.60   | 71.00   | 71.00   | 71.00   |
| Luweero              | 20,000               | 60.00                    | 62.50   | 68.20   | 68.2    | 68.2    |
| Mpigi*               | 33,000               | 62.00                    | 65.00   | 68.50   | 65.00   | 68.50   |
| Rakai                | 8,000                | 5.00                     | 6.50    | 12.00   | 6.50    | 12.00   |
| Sembabule            | 3,500                | 10.00                    | 12.45   | 18.00   | 12.45   | 18.00   |
| Masaka               | 40,000               | 5.00                     | 11.20   | 15.00   | 11.20   | 15.00   |
| Kalangala            | 3,500                | 0.00                     | 0.00    | 0.00    | 0.00    | 0.00    |
| <b>Western</b>       |                      |                          |         |         |         |         |
| Mubende              | 21,000               | 58.00                    | 58.80   | 67.30   | 67.30   | 67.30   |
| Kiboga               | 10,000               | 50.00                    | 54.20   | 68.20   | 68.20   | 68.20   |
| Hoima                | 4,000                | 40.00                    | 50.30   | 52.50   | 52.50   | 52.50   |
| Masindi              | 2,100                | 35.00                    | 45.00   | 47.50   | 47.50   | 47.50   |
| Kabarole             | 2,500                | 65.00                    | 66.20   | 67.20   | 67.20   | 67.20   |
| Bundibugyo           | 1,500                | 82.00                    | 90.00   | 90.00   | 90.00   | 90.00   |
| Kibaale              | 5,000                | 45.00                    | 55.00   | 65.50   | 65.50   | 65.50   |
| <b>South Western</b> |                      |                          |         |         |         |         |
| Mbarara              | 5,000                | 25.00                    | 32.30   | 47.50   | 47.50   | 47.50   |
| Bushenyi             | 6,000                | 25.00                    | 30.40   | 48.20   | 48.20   | 48.20   |
| Ntungamo             | 4,000                | 30.00                    | 33.20   | 45.50   | 45.50   | 45.50   |
| Rukungiri            | 3,000                | 55.00                    | 56.90   | 68.50   | 68.50   | 68.50   |
| Kabale               | 0.00                 | 0.00                     | 0.00    | 0.00    | 0.00    | 0.00    |
| Kisoro               | 0.00                 | 0.00                     | 0.00    | 0.00    | 0.00    | 0.00    |
| <b>Eastern</b>       |                      |                          |         |         |         |         |
| Jinja                | 5,000                | 10.00                    | 22.85   | 30.00   | 31.00   | 33.00   |
| Iganga               | 12,000               | 10.00                    | 23.90   | 44.00   | 45.00   | 45.00   |
| Kamuli               | 6,000                | 20.00                    | 28.85   | 35.00   | 36.00   | 36.00   |
| Mbale                | 16,000               | 0.00                     | 0.00    | 0.00    | 0.00    | 0.00    |
| Kapchorwa            | 6,000                | 0.00                     | 0.00    | 0.00    | 0.00    | 0.00    |
| <b>North Western</b> |                      |                          |         |         |         |         |
| Arua                 | 4,000                | 0.00                     | 0.00    | 0.00    | 0.00    | 0.00    |
| Nebbi                | 2,500                | 0.00                     | 0.00    | 0.00    | 0.00    | 0.00    |
| National Average     |                      | 42.00                    | 44.50   | 47.00   | 50.00   | 52.00   |

The cumulative infection level of 52% translates into 126,000 hectares of Robusta that have been lost to the disease. At an average yield of old Robusta taken of 550 kg of green coffee per hectare, this is equivalent to 69,000 tonnes of green coffee. At average export price of green coffee of \$ 1,230 during the coffee season, this is equivalent to \$ 85 m.

Yield and output simulations show that replanting has had an impact in the recent output levels by about 50% of which 44% is attributed to Clonal coffee and 6% to new Arabicas.

in messages through the Radio media complemented other means of reaching out to farmers. The DCC's together with the UCDA Headquarters technical staff participated in production and airing of the programmes.

Topics covered included among others - good husbandry practices and pests and disease control, post harvest handling and mould prevention in coffee, quality and price relations, farmer-group formation, Warehouse Receipt System (WRS), market information and coffee farming as a Business.

The Table 4.7 below gives the spread and frequency of the programmes aired during 2005/06.

TABLE 4.7 FREQUENCY OF COFFEE PROGRAMMES ON RADIO STATIONS

| Radio Station        | Dialect  | Number of Programs Run |
|----------------------|----------|------------------------|
| Radio Uganda         | Lumasaba | 21                     |
| Radio Paidha         | Alur     | 15                     |
| Busoga Peoples Radio | Lusoga   | 21                     |
| CBS                  | Luganda  | 12                     |
| Radio West           | RRRR     | 30                     |
| Radio Simba          | Luganda  | 21                     |
| Radio Budu           | Luganda  | 9                      |
| Total                |          | 129                    |

The following were the major achievements registered from the radio programmes:

- Improved coffee husbandry practices, received better prices and coffee farming taken as a business;
- About 500 farmer groups were mobilized in all coffee growing districts, an avenue that will be used as an entry point for extension delivery and technology transfer;
- Farmers and traders at the local level got the skills to download market information from the mobile phones SMS and this has improved their negotiating power with buyers;
- Stakeholders were kept informed of coffee prices and market trends in the coffee industry.

## Chapter Five

# COFFEE RESEARCH

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### 5.1 INTRODUCTION:

This chapter reports on various research undertakings and achievements by the Coffee Research Institute (CORI) of the National Agricultural Research Organization (NARO). As in the previous year, much of the activities still focused on addressing the problem of the coffee wilt disease (CWD) epidemic on Robusta coffee.

### 5.2 RESEARCH GOAL AND OBJECTIVES

The goal of coffee wilt disease research is to achieve sustainable increase in productivity of coffee for small holder farmers a by controlling spread and reducing impact of CWD.

The specific objectives of CWD research are to:

- Quantify losses due to the CWD at farm and national level;
- Understand the nature of the disease and its mechanisms of spread (Etiology, pathogenesis and epidemiology);
- Identify sources of resistance to CWD through screening of local and foreign coffee germplasm;
- Develop alternative coffee cultivars adaptable to traditional Robusta coffee growing areas (Lowland Arabica and Arabusta coffee cultivars);
- Confer CWD resistance onto current commercial Robusta coffee lines through hybridization;
- Evaluate effectiveness of available control measures, and to devise procedures for chemical and cultural control of CWD;
- Rapidly multiply, transfer and distribute appropriate technologies to combat CWD and its effect; and
- Conduct trainings and sensitization of stakeholders on the importance of CWD and the options available for its management.

### 5.3 RESEARCH FOCUS

The major areas of focus in coffee wilt disease research are:

- i. Development and release of CWD resistant Robusta coffee lines;
- ii. Development and release of lowland Arabica and Arabusta coffee lines;
- iii. Development and transfer of appropriate technologies for combating CWD;
- iv. Prevention of CWD spread by identifying the various sources and mechanisms of disease spread and incorporating findings into disease management strategies;
- v. Adaptation trial for new Clonal varieties of Robusta coffee;

G 2005/2006:

progress was made in various aspects of CWD research as follows:-

#### 5.4.1 Development of CWD resistant Robusta coffee clones:

Considerable progress has been made to identify CWD resistant Robusta coffee lines amongst local drawn from Kawanda coffee germplasm, and from “wilt hot-spots” from farmers’ fields. Foreign germplasm materials were imported from CIRAD and Ivory Coast. 2,124 Robusta coffee lines resistant to coffee wilt disease have been identified to-date. A total of 3,612 mother bushes of these have been planted out in 5 mother gardens at CORI, Kituza.

191 of the CWD resistant Robusta coffee lines have been planted out for field evaluation on-station at Kituza. Assessments of growth characteristics, susceptibility to other pests and diseases, and yield are in progress.

The materials are also being multiplied through nodal cuttings for the establishment of on-farm trials in various agro-ecological zones.

**TABLE 5.0. CWD RESISTANT ROBUSTA COFFEE CLOES IDENTIFIED AND PLANTED OUT IN GARDENS AT CORI, KITUZA.**

| <b>KAWANDA GERmplasm COLLECTION</b>               |                       |                                      |                             |
|---|-----------------------|--------------------------------------|-----------------------------|
| <b><i>Mother garden</i></b>                       | <b><i>Entries</i></b> | <b><i>Individual (survivors)</i></b> | <b><i>No. of Bushes</i></b> |
| Mother garden 1                                   | 32                    | 71                                   | 461                         |
| Mother garden 2                                   | 21                    | 86                                   | 401                         |
| Mother garden 3                                   | 44                    | 353                                  | 914                         |
| <b><i>Total</i></b>                               | <b><i>97</i></b>      | <b><i>510</i></b>                    | <b><i>1776</i></b>          |
| <b>FARMERS’ COLLECTIONS FROM WILT “HOT-SPOTS”</b> |                       |                                      |                             |
| <b><i>Mother garden</i></b>                       | <b><i>Entries</i></b> | <b><i>Individual (survivors)</i></b> | <b><i>No. of Bushes</i></b> |
| Mother garden 1                                   | 1                     | 3                                    | 17                          |
| Mother garden 3                                   | 22                    | 22                                   | 115                         |
| Mother garden 5                                   | 53                    | 600                                  | 769                         |
| Extension (Clone)                                 | 82                    | 318                                  | 318                         |
| Mother garden 1                                   | 54                    | 671                                  | 671                         |
| <b><i>Total</i></b>                               | <b><i>212</i></b>     | <b><i>1614</i></b>                   | <b><i>1836</i></b>          |
| <b><i>GRAND TOTAL</i></b>                         | <b><i>309</i></b>     | <b><i>2124</i></b>                   | <b><i>3612</i></b>          |



A mother garden of CWD resistant Robusta coffee lines at CORI, Kituza. This and other mother gardens are subsequently to provide cuttings for mass multiplication of the materials

**Plate 5.2:**

CWD resistant Robusta coffee lines undergoing field evaluation on-station at CORI, Kituza.



**5.4.2 Incorporation of CWD resistance into current commercial Robusta coffee clones**

Progress has also been made to introduce resistance traits to CWD into the current commercial Robusta coffee clones through hybridization with some of the identified CWD resistant materials. During the period under review, 896 hybrid seedlings obtained from the crosses were planted out for field evaluations. Additional 4,328 more hybrid seedlings from crosses between resistant and susceptible clones are available in the nursery for field plantings.

**5.4.3 Development of CWD resistant Lowland Arabica (TUZA varieties):**

Data collection continued in field evaluations of lowland Arabica coffee (TUZA) varieties on-station at Kachwekano, Mukono, Mbarara and Bulegeni ARDCs, and on-farm sites in Rukungiri (8 farms), Wakiso (4 farms), Masaka (5 farms), Mbale (2 farms), Kumi (4 farms), Soroti (4 farms), Mpigi (4 farms), Bushenyi (4 farms), Kyenjojo (4 farms), Hoima (2 farms) and 1 farm each in Tororo, Busia and Luweero districts.

varieties over current commercial Arabica coffee lines established.

**Table 2 Yields of lowland Arabica (TUZA) and current commercial Arabica coffee varieties at Kawanda and Bugusege**

| Location                   | TUZA (kg/ha) | SL-14 (kg/ha) | KP-423 (kg/ha) |
|----------------------------|--------------|---------------|----------------|
| Low altitude (Kawanda)     | 1014         | 141           | 240            |
| Medium altitude (Bugusege) | 4455         | 2323          | 2362           |

Quality analysis results by local and foreign laboratories have consistently shown TUZA samples from mid-altitude areas to be of acceptable quality. Quality tests for low altitude areas are yet to be concluded.

Agronomic management packages specifying plant population density (spacing), canopy management, soil fertility management and shade requirements have been assembled. Pests and diseases management packages for the TUZA varieties have also been completed.

**FIGURE 5.3: A FARMER IN RUKUNGIRI RELISHES A GOOD HARVEST OF THE NEWLY DEVELOPED LOWLAND (TUZA) ARABICA VARIETY.**



#### 5.4.4 Development of CWD resistant Arabusta coffee lines

The Arabusta coffee lines are inter-specific hybrids derived from crosses between Arabica and Robusta coffee. 10 lines with satisfactory quality and yields were selected for advancement, 8 of which had Arabica coffee characteristics and taste, while 2 lines had Robusta coffee characteristics and taste. These were found resistant to CWD and are undergoing field evaluation

Several locations on-farm in Kyenjojo, Bushenyi, and Sironko districts.

During the reporting period, more field trials were established in Hoima and Kabale districts to cater for their respective agro-ecological conditions. Data were collected at all sites, and are undergoing analysis.

#### **5.4.5 Development of other Arabica coffee lines:**

The development of Arabica coffee lines that are resistant to coffee berry disease (CBD) and coffee leaf rust through hybridization of current commercial Arabica lines (SL14 and KP423) with catimors have continued. Activities during the reporting period concentrated mostly on selection of parental combinations with desired complementary attributes, controlled crosses, propagation and evaluation of hybrid progenies.

146 Arabica hybrids have been developed to-date and are undergoing evaluation on-station at Kituza, Bugusege and Bulengeni.

#### **5.4.6 Prevention of CWD spread through establishment of sources and mechanisms of its spread**

Considerable progress was made to understand the nature of the coffee wilt disease in order to develop appropriate measures to control its incidence and spread.

During the period, no alternate hosts or vectors of CWD have been identified. Stems, branches, leaves, roots and coffee husks from infected plants, and infected seedlings have been confirmed as primary sources of CWD infection. It has also been confirmed that plant parts provide the mechanism for survival of *F. xylarioides*, while the pathogen has been shown that its survival outside the host is quite low.

Under field conditions, the pathogen does not survive for more than one year, therefore replanting of previously infected plots can be done after one year on condition that stumps have removed. It was also experimentally confirmed that infected farm tools such as machetes transmit CWD.

A serological method for CWD detection using molecular and immunological techniques has been developed. This will greatly reduce the time and costs of CWD detection in infected plant parts and soils.

#### **5.4.7 Evaluation of marigolds and Pseudomonas bacterial for suppression of CWD incidence in coffee fields (Biological CWD control)**

Studies to investigate the effectiveness of marigolds and Pseudomonas for biological CWD control was conducted in-vitro using marigold extracts and Pseudomonas cultures in bio-assays, and under controlled conditions using marigold plantings and Pseudomonas sprays in the screen house. In both instances, marigolds and Pseudomonas bacteria were found to suppress CWD incidence. CWD occurrence was however not prevented in either case. The efficacies are to be further investigated under field conditions.

in non-traditional areas

CORI conducted a training of trainers (TOT) course on coffee production technologies for 60 extension workers from the districts of Amolatar, Apach, Gulu, Kaberamaido, Katakwi, Kitgum, Kumi, Lira, Pader and Soroti.

**Figure 5.4: A section of the participants at the Lira TOT workshop – ST Lira Hotel, Lira Municipality.**



**5.4.9 COFFEE TECHNOLOGIES AND INFORMATION DISSEMINATION ACTIVITIES:**

CORI has established 12 farmer field schools (FFSs) in the 6 districts of Bugiri, Mukono, Kayunga, Masaka, Rakai and Bushenyi. These field schools were intended to promote participatory technology generation and dissemination within coffee farming communities.

CORI has also produced training manuals, brochures, posters and leaflets on various aspects of coffee production to facilitate information dissemination at different levels.

## Chapter Six

### ADMINISTRATION AND FINANCE

#### 6.0 ADMINISTRATION

#### 6.1 Staff Matters

Table 6.1 Staffing Levels By Department

| DEPARTMENT                     | Professional/<br>Technical Staff | Support Staff | TOTAL     |
|--------------------------------|----------------------------------|---------------|-----------|
| Office of Managing Director    | 4                                | 2             | 6         |
| BS/ Finance & Administration   | 9                                | 6             | 15        |
| Quality, Reg. & Info. Services | 17                               | 6             | 23        |
| Development                    | 37                               | 3             | 40        |
| <b>Total</b>                   | <b>67</b>                        | <b>17</b>     | <b>84</b> |

##### 6.1.1 Renewal of Contracts

- The Board approved renewal of the contract of Mr. I. David KIWANUKA, the Manager - Quality, Regulatory and Information Services Department, for another term of 3 years with effect from 2<sup>nd</sup> December 2005.
- 27 District Coffee Coordinators had their contracts renewed for a two-year term.
- The DCCs of Arua, Hoima and Kabale were placed on trial pending submission of performance reports from the Development Department as a condition of renewal of their contracts. This arose due to their unsatisfactory performance.

##### 6.1.2 New Appointments

- Mrs. Rita Kyamuhangire-Nanakya was appointed Quality Controller/OTA while Miss Clare Rwakatogoro and Mr. Laban Mujjabi were appointed Assistant Quality Controllers/OTA. These officers have been working on the Global OTA project, which came to an end on September 30, 2005.
- The following were also appointed District Coffee Coordinators (DCCs):-
  - Okurut David - Bugiri/Busia/Tororo
  - Ongaba William Pike - Gulu/Kitgum/Pader
  - Mwesige Peter - Kyenjojo/Kamwenge
  - Muhanguzi Fred - Mbarara/Isingiro/Ibanda/Kiruhura
  - Arinaitwe Warren - Ntungamo
  - Walusansa Patrick - Rakai
  - Twehikire Edward - Rukungiri/Kanungu

##### 6.1.3 Training

Under the skills development programme of UCDA, the following members of staff received training during the year in their areas of operation.

- Ms Doreen Rweihangwe, the Principal Quality Controller, and Mr. Rashid Kanakulya Luswata, the Quality Controller, attended a one-month Trainer of Trainers course in Liquoring and Quality Control at CIRAD in France from January 30 to February 28, 2006 under the IACO/ADB Capacity Building

to train Coffee Quality Controllers in Eastern Africa – Ethiopia and Uganda.

- Ms Joan Katumba attended a Customer Care Course organized by Uganda Manufacturers’ Association.
- Mr. Edmund Kananura – Senior Quality Controller participated in the training on "improvement of organoleptic quality of African Robusta through selected markets" project. UCDA is a member of the project together with CORI, CIRAD France, and Seville University.

#### 6.1.4 Study Tours and Workshops

The following members of staff undertook study tours to build capacity to improve of the performance of UCDA and the coffee sub sector as a whole: -

- Mr. Julius Madira – PMEO and Mr. Ezra Munyambonera – Principal Research Officer, visited coffee farmers in Northern Peru, who are organised under Central Piurana de Cafeterelos (CEPICAFE), to study the different certification systems for the coffee specialty market segments. The study established that production of coffee for the specialty markets was feasible subject to critical volumes.
- Mr. James Kizito – Mayanja – PMA, visited Pinhal and Sao Paolo in Brazil, to understudy strategies used to increase domestic coffee consumption. The tour established that the coffee industry in Brazil was highly mechanized. Several strategies to improve the level of domestic coffee consumption such as targeted training were in place on top of high-level technology for coffee roasting.

#### 6.1.5 Management Meetings

Management continued to hold regular meetings aimed at reviewing the performance of the annual work plans. The names of the UCDA Senior staff are as listed in the table below.

Table 6.2 List of Senior Members of Staff

| No | Name                  | Title  |
|----|-----------------------|--|
| 1  | Mr. H. Ngabirano      | Managing Director                                  |
| 2  | Mr. F. Luzinda-Mukasa | Board Secretary/Head of Finance and Administration |
| 3  | Mr. I. David KIWANUKA | Quality, Regulatory & Information Services Manager |
| 4  | Mr. E.S. Lutaakome    | Ag Development Manager                             |
| 5  | Mr. M. S Wasswa       | Principal Administration Officer                   |
| 6  | Mr. J. Madira         | Principal Monitoring and Evaluation Officer        |
| 7  | Mr. H. Tayebwa        | Principal Accountant                               |
| 8  | Mr. F. Sewaya         | Principal Research Officer                         |
| 9  | Mr. A. Kamugisha      | Principal Development Officer                      |
| 10 | Mr. J. M. Kizito      | Principal Market Analyst                           |
| 11 | Ms. D. Rweihangwe     | Principal Quality Controller                       |
| 12 | Mr. J. Luswata        | Principal Technical Officer                        |
| 13 | Mr. E Munyambonera    | Principal Research Officer                         |
| 13 | Mr. E Kananura        | Senior Quality Controller                          |
| 15 | Mr. E Ayiga           | Senior Technical Officer                           |
| 16 | Mr. William Rugadya   | Senior Auditor                                     |

of which 12 were the regular monthly meetings, 4 budget process. And there were three general staff meetings were also held during the year.

#### 6.1.6 Resignations

A total of 7 officers left the services of UCDA as indicated below:

- Mr. George Lukwago - Development Manager, Mr. Dick Wadada - Senior Quality Controller, Mr. Richard Mukasa - Quality Controller and Mrs. Albertina Kakuba - Quality Controller resigned to take up other challenging jobs.
- The DCC for Kamuli, Mr. Galisansana Vincent resigned to take up a political office as Vice Chairman of the District and Mr. Kennedy Senoga, the DCC Rakai took up another job with Kaweri Coffee Farmers Alliance (KCFA), Mr. Frank Twebaze the DCC for Kyenjojo, left for further studies.

### 6.2 VALUE ADDITION

#### 6.2.1 China Joint Venture

- The process of registering the company in which Uganda holds majority shares (99%) was completed. Mr. Solomon Rutega, the General Manager, was also granted diplomatic status.
- Activities of the joint venture were further consolidated by opening an office in Shanghai to coordinate its operations.
- The roasting factory owned by the venture was ISO 9001 certified for quality and became the second factory to be certified in Beijing.
- Roasted Uganda coffee is now served in 23 outlets in Beijing and Shanghai.
- Over 600 metric tonnes of Uganda coffee have been shipped to China by the private sector to-date.

#### 6.2.2 Egypt

- Over 30 metric tonnes of coffee were bought by the venture during the year and the outlets serving Uganda coffee have increased to 25.

#### 6.2.3 Denmark

- The operations of the Joint Venture in Denmark were transferred to Uganda; and a roasting factory was established at Bugolobi within the former Coffee Marketing Board premises, the Tri-Star.
- As result of a survey conducted by the Joint Venture coffee produced under the brand of 'One Café' is being produced in Tororo by Elgonia Industries in conjunction with One Café International of Denmark.

#### 6.2.4 Soluble Coffee

- A Memorandum of Understanding (MoU) was signed with Libya, and a feasibility study was commissioned. The feasibility study showed that the manufacture of soluble coffee was viable.

panies from India was involved in discussions with a similar venture, with assistance of UCDA and signed an agreement to establish a spray-dried coffee plant of 3,600 tonnes in Uganda in Jinja district.

#### 6.2.5 Other Value Addition Efforts

The following value addition efforts were registered during the year by the private sector:

- Rwenzori Commodities produced the 1<sup>st</sup> Ugandan Freeze-dried Coffee Brand 'African Coffee 100% Arabica' for its marketing outlets in the UK and South Africa.
- A coffee brand 'One Café' produced by Elgonia Industries in Tororo started producing roast & ground coffee for export; and Elgonia Industries won the Local international Award for innovative Packaging.
- Zigoti Coffee established an outlet in Nagoya, Japan that serves ready to drink and roasted coffee to Japanese Nationals.
- Gumutindo coffee been developed as a single origin brand and placed on shelves in UK and Germany by Café Direct.
- Three new World Class cafes: Rwenzori Coffee Shop, Bold Win's Café, and Café PAP were opened up in Kampala to boost domestic coffee consumption. This brings the number of such Cafés in Kampala to five after Bancafé and 1000 cups.
- Kawacom (U) Ltd. Won the Presidential Gold Award 2005, for being the best coffee exporting company, at a function organised by Uganda Export Promotion Board (UEPB). They also won themselves a ticket to China to explore trading opportunities.

#### 6.3 INTERNATIONAL MEETINGS

- IACO

The 45<sup>th</sup> IACO General Assembly took place on November 20 – 25, 2005 in Abidjan under the chairmanship of Mr. Paul Antone Bohoun Boubare, Minister of the Economy and Finance in Cote d'Ivoire. The Assembly run concurrently with the 6<sup>th</sup> Africa Coffee Research Network Annual General meeting. The General Assembly chose Ethiopia for the next Chairmanship, and Addis Ababa as the venue for the 2006 meeting ACRN undertook to compile and circulate the findings on OTA to members for the benefit of policy makers. The UCDA board Secretary Mr. Fred Luzinda Mukasa and Principal Quality Controller Ms. Doreen Rweihangwe represented Uganda at the meetings.

The 2<sup>nd</sup> meeting of the Steering Committee on capacity building under ADB/IACO arrangement, chaired by Mme. Josefa SACKO, the IACO Secretary General, also took place in Abidjan on November 22, 05. Uganda along with Cote d'Ivoire, Cameroon and Zambia were chosen as the Regional training centres to cater for coffee growers' training needs.



A, Ambassador Kabonero and Mrs. Susan Muhwezi, the Special Presidential advisor on AGOA, visited URTH CAFFE Company, to concretize plans to promote Uganda coffee in Los Angeles, California. A promotion strategy drawing heavily on the support of business chambers, celebrities in television and film industries, as well as music, sports and churches in Los Angeles to promote the product around the theme of eco - tourism, was developed. Urth Caffè serves more than 6,000 clients per day at its outlets in California, some of whom will be attracted to visit the proposed eco – lodge in Kisoro district.

- EAFCA

UCDA participated in the 3<sup>rd</sup> EAFCA conference and exhibition held at Ngurdoto Mountain Lodge in Arusha, Tanzania during February 14 -18, 2006. Dr. Ali Mohammed Shein, the Vice President of The Republic of Tanzania Opened the conference.

Dr. Ogwang, the Ag. Director of CORI and member of the UCDA BOD, together with Dr. Hakiza, gave presentations on the progress of coffee research with particular emphasis on coffee wilt disease, at the 2<sup>nd</sup> Scientific Conference held at Arusha. Ambassador Ali Mchomo, the CFC Managing Director, who gave the keynote address, highlighted the opportunities for commodity driven industrialization of the African coffee sector. The conference stressed the need for traceability and sustainability as a way of ensuring food safety and health, value for money, consistency of the cup, market sensitivity i.e. having thorough knowledge of consumers' tastes and preferences.

Other participants from Uganda included; Mr. Yorokam Abainenamar, a member of the UCDA BOD, Mr. Kizito Mayanja of UCDA, Mr. David Barry of Kyagalanyi Coffee Ltd., Mukono district, Mr. Allan Tullip of Kawacom (U) Ltd and Messrs Luigi Giainnazzi and Dick Wadada of MTL Ltd. of Mbale.

- Uganda North America association Convention 2006

UCDA participated in the Uganda North America association Convention 2006, which took place in New York. Uganda coffee was availed to the convention goers throughout the period by Nile commodities, Inc., one of the leading manufacturers of corporate brand coffee. Nile Commodities, Inc. also packs for wholesalers and retailers in the USA, Canada and UK.

#### 6.4 LOCAL VISITS, WORKSHOPS AND TRAINING

- UCDA in conjunction with the Agricultural Productivity Enhancement Project (APEP), held a Stakeholders' workshop on November 10, 2005, in Kampala. The workshop aimed at reviewing APEP 2006 coffee programmes and to chart a way forward for the industry. The Government of Uganda was requested to commit itself to the revival of the coffee replanting programme in a bid to replace the diseased and wilted coffee trees.
- UCDA management addressed participants at the 3<sup>rd</sup> Conference of Ugandan Ambassadors and High Commissioners, held in Kampala on 12<sup>th</sup> January 2006,

coffee sub – sector. The Ambassadors resolved to their respective countries of accreditation.

- Six Quality Controllers attended training sessions in analysis of samples using the High Performance Liquid Chromatography (HPLC), and verification of the Quality Assurance System and the standard operating procedures for carrying out *mycotoxin* analysis in April 2006. The training was conducted by Dr. Vargas Eugenia and Eliena Santos from the Department of Quality Control and Food Supply in Brazil.
- UCDA participated in a fair – trade and UTZ Kapeh workshop that was organised by the National Organic Agricultural Movement of Uganda (NOGAMU) in May 2006. The workshop mainly concentrated on the code of conduct, which is based on the 3 pillars of sustainability - economic, social and environmental.
- Coffee Stakeholders in Uganda were involved in workshops in June, to discuss developments in the sub – sector. YCDA and Café Africa an

## 6.5 Debt Collection

### 6.5.1 CESS Debtors

CESS debtors were reduced to a minimum reflecting balances of the active exporters save for the core of Shs 82 m of dormant balances that have been referred to court for invoking the performance bonds.

### 6.5.2 Rent Debtors

Rent debtors have been reduced from a gross figure of Shs 200m to Shs 100m during the year. Management is applying more effort in order to minimize the amount.

## 6.6 Assets Management

### 6.6.1 Vehicles

- UCDA retired the lease for Isuzu pick-ups Reg. Nos. UAF 735 B and UAF 637 C earlier secured from Dfcu Limited.
- A new station wagon was secured under a lease arrangement from DFCU limited.
- Mitsubishi pick – up Reg 763 UDU and 130 UBN were disposed off through competitive bidding. Nissan Patrol 902 UCS is yet to find a buyer.
- A process to procure two new pick ups was initiated.

### 6.6.2 Land and Buildings

The programme to upgrade residential properties for better income is ongoing.

- Plot 42 Windsor Crescent, Kololo

Work on Plot 42 Windsor crescent Kololo was completed, and the premises were rented out to M/S Land ‘O’ Lakes Inc., with effect from 1<sup>ST</sup> March 2006, for an initial period of 3 years.

e, Kololo

ted plans to have the above property redeveloped.

Preliminary work will start as soon as funding sources have been identified.

- Other Properties

Routine maintenance continued for other properties, which retained full occupancy.

## 6.7 BOD ACTIVITIES

### 6.7.1 Field Visits

Members of the Board of Directors visited the Districts of Wakiso, Mukono, Jinja, Tororo, Mbale, Sironko and Kapchorwa in January 2006 to acquaint themselves with the progress of the coffee projects in these districts. The projects include: -

- Bukenya Estate at Manyangwa Gayaza, Wakiso district, and MTL in Mbale who recently rehabilitated washing stations. Victoria Coffees Ltd. at Naggalama Mukono district, are still in process.
- Kyagalanyi coffee Ltd. with an initiative of involving farmers in an out growers' scheme to feed the wet processing factory at Nakanyonyi Mukono district.
- A fertigation demonstration site in Ntenjeru Mukono district and a coffee nursery at Nakabango Jinja district.
- Shire International Coffee roasting factory in Tororo.
- Elgonia Coffee Roasters who were in advanced stages of implementing a joint venture arrangement with Danish coffee roasters.
- CORI Kituza in Mukono and Buginyanya coffee research station.

The following were identified as areas where action was required: -

- Deliberate effort made to establish coffee villages around wet processing factories to accord them enough catchment areas for supply of cherry.
- Coffee exporters should be encouraged to support coffee production and reduce poverty through community initiatives like the one started by Kyagalanyi Coffee Ltd. at Nakanyonyi, Mukono District. One way of doing this could be to interest them into taking over the MAAIF divested nurseries.
- There was need to support private entrepreneurs in the bid to revive wet mills, through loan guarantees both for completion of civil works and crop finance.
- More support to coffee research should be emphasized.
- Funds should be provided for the revival of the MAAIF divested coffee nurseries as one of the means to re-ignite the replanting program.
- Emphasize good agricultural practices such as mulching, application of manure, and planting of shade trees for marginal and new coffee areas such as Tororo District.

Meetings were held during the year whose details are as shown in the table below.

Table 6.3 showing frequency of meetings

| Nature of Meeting                         | Frequency |
|---|-----------|
| Full BOD                                  | 7         |
| Finance & Audit                           | 1         |
| Value Addition                            | 2         |
| Policy, Development, Regulatory & Quality | 1         |
| Total                                     | 11        |

The following were the key outcomes of the BoD's deliberations:-

- Endorsed a decision by Government to co-invest in a soluble coffee plant in Uganda, with Libya. A Shareholders' Agreement by which UCDA will hold 15% shares in trust was accordingly concluded.
- Took a policy decision of a segregated approach to Joint Ventures, whereby UCDA is to fund the promotional aspects, while the private sector handles the commercial side.
- Approved a new salary structure intended to allow upward progression to members of staff as a means to boosting morale and motivation in the workforce.
- Approved a medical insurance scheme for members of staff and their families, as part of corporate social responsibility.
- Approved additional funds towards completion of renovations and upgrading of Plot 42 Windsor Crescent, Approved funds to support coffee research efforts by CORI Kololo.
- Approved establishment of demonstration sites for technology development.
- Approved Budget and work plans for FY 2006/07.

## 6.8 OBITUARY

The Uganda coffee fraternity lost one of the progressive farmers in West Nile Region, Mr. Mungu – Acel from Nebbi District, who also represented Arabica coffee farmers on the UCDA BOD.



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## STATISTICAL APPENDICES

**APPENDIX I**

**COMPARATIVE MONTHLY & QUARTERLY PROCUREMENT FOR ROBUSTA & ARABICA - 60 Kilo Bags -**

| MONTH          | 2005/06          |                |                  | 2004/05          |                |                  | 2003/04          |                |                  |
|----------------|------------------|----------------|------------------|------------------|----------------|------------------|------------------|----------------|------------------|
|                | ROBUSTA          | ARABICA        | TOTAL            | ROBUSTA          | ARABICA        | TOTAL            | ROBUSTA          | ARABICA        | TOTAL            |
| <b>TOTAL</b>   | <b>1,609,226</b> | <b>624,724</b> | <b>2,175,221</b> | <b>2,149,403</b> | <b>544,575</b> | <b>2,693,978</b> | <b>2,223,686</b> | <b>542,103</b> | <b>2,765,789</b> |
| <b>PERCENT</b> | <b>72.0</b>      | <b>28.0</b>    | <b>100.0</b>     | <b>80.0</b>      | <b>20.0</b>    | <b>100.0</b>     | <b>80.4</b>      | <b>19.6</b>    | <b>100</b>       |
| OCT            | 80,151           | 50,125         | 130,276          | 189,216          | 35,604         | 224,820          | 98,105           | 40,100         | 138,205          |
| NOV            | 200,178          | 65,149         | 265,327          | 150,112          | 50,119         | 200,231          | 85,445           | 50,235         | 135,680          |
| DEC            | 136,100          | 75,124         | 211,224          | 185,024          | 55,728         | 240,752          | 261,084          | 60,005         | 321,089          |
| <b>Qtr - 1</b> | <b>416,429</b>   | <b>190,398</b> | <b>606,827</b>   | <b>524,352</b>   | <b>141,451</b> | <b>665,803</b>   | <b>444,634</b>   | <b>150,340</b> | <b>594,974</b>   |
| JAN            | 160,127          | 75,455         | 235,582          | 175,333          | 46,523         | 221,856          | 271,925          | 66,204         | 338,129          |
| FEB            | 95,078           | 81,003         | 176,081          | 165,201          | 48,625         | 213,826          | 195,203          | 62,640         | 257,843          |
| MAR            | 100,197          | 72,528         | 172,725          | 152,143          | 55,900         | 208,043          | 174,000          | 54,725         | 228,725          |
| <b>Qtr - 2</b> | <b>355,402</b>   | <b>228,986</b> | <b>584,388</b>   | <b>492,677</b>   | <b>151,048</b> | <b>643,725</b>   | <b>641,128</b>   | <b>183,569</b> | <b>824,697</b>   |
| APR            | 84,540           | 76,574         | 161,114          | 172,854          | 55,215         | 228,069          | 130,129          | 52,300         | 182,429          |
| MAY            | 105,196          | 49,310         | 154,506          | 159,071          | 56,777         | 215,848          | 140,224          | 57,356         | 197,580          |
| JUN            | 162,282          | 20,075         | 182,357          | 201,535          | 48,123         | 249,658          | 287,134          | 32,417         | 319,551          |
| <b>Qtr - 3</b> | <b>352,018</b>   | <b>146,959</b> | <b>498,977</b>   | <b>533,460</b>   | <b>160,115</b> | <b>693,575</b>   | <b>557,487</b>   | <b>142,073</b> | <b>699,560</b>   |
| JUL            | 180,032          | 20,235         | 200,267          | 267,148          | 30,148         | 297,296          | 265,501          | 24,595         | 290,096          |
| AUG            | 155,345          | 20,001         | 175,346          | 186,530          | 37,546         | 224,076          | 169,026          | 19,573         | 188,599          |
| SEPT           | 91,271           | 19,145         | 110,416          | 145,236          | 24,267         | 169,503          | 145,910          | 21,953         | 167,863          |
| <b>Qtr - 4</b> | <b>485,377</b>   | <b>60,236</b>  | <b>486,029</b>   | <b>598,914</b>   | <b>91,961</b>  | <b>690,875</b>   | <b>580,437</b>   | <b>66,121</b>  | <b>646,558</b>   |

**COMPARATIVE MONTHLY & QUARTERLY EXPORT FIGURES BY TYPE: ROBUSTA & ARABICA - 60-Kilo Bags -**

| MONTH          | 2005/06        |                |                | 2004/05        |                |                | 2003/04          |                |                  |
|----------------|----------------|----------------|----------------|----------------|----------------|----------------|------------------|----------------|------------------|
|                | Robusta        | Arabica        | Total          | Robusta        | Arabica        | Total          | Robusta          | Arabica        | Total            |
| <b>TOTAL</b>   | 1,408,314      | 594,010        | 2,002,324      | 1,988,360      | 516,530        | 2,504,890      | <b>1,979,633</b> | <b>543,409</b> | <b>2,523,042</b> |
| <b>PERCENT</b> | <b>70.3</b>    | <b>29.7</b>    | <b>100</b>     | <b>79.4</b>    | <b>20.6</b>    | <b>100</b>     | <b>78.5</b>      | <b>24.5</b>    | <b>100</b>       |
| OCT            | 71,774         | 49,922         | 121,696        | 152,346        | 33,587         | 185,933        | 97,132           | 36,642         | 133,774          |
| NOV            | 121,407        | 60,646         | 121,696        | 141,435        | 41,446         | 182,881        | 83,445           | 54,475         | 137,920          |
| DEC            | 132,336        | 48,008         | 243,392        | 182,975        | 54,431         | 237,406        | 169,749          | 58,828         | 228,577          |
| <b>Qtr - 1</b> | <b>325,517</b> | <b>158,576</b> | <b>486,784</b> | <b>476,756</b> | <b>129,464</b> | <b>606,220</b> | <b>350,326</b>   | <b>149,945</b> | <b>500,271</b>   |
| JAN            | 156,047        | 72,667         | 228,714        | 171,107        | 43,616         | 214,723        | 234,062          | 61,979         | 296,041          |
| FEB            | 91,747         | 74,015         | 165,762        | 167,404        | 47,714         | 215,118        | 179,002          | 56,191         | 235,193          |
| MAR            | 86,973         | 68,987         | 155,960        | 142,214        | 53,203         | 195,417        | 159,839          | 75,739         | 235,578          |
| <b>Qtr - 2</b> | <b>334,767</b> | <b>215,669</b> | <b>550,436</b> | <b>480,725</b> | <b>144,533</b> | <b>625,258</b> | <b>572,903</b>   | <b>193,909</b> | <b>766,812</b>   |
| APR            | 76,946         | 69,696         | 146,642        | 156,353        | 55,035         | 211,388        | 122,967          | 54,602         | 177,569          |
| MAY            | 89,157         | 34,164         | 123,321        | 164,849        | 55,176         | 220,025        | 127,546          | 53,355         | 180,901          |
| JUN            | 167,401        | 20,047         | 187,448        | 181,899        | 47,352         | 229,251        | 234,235          | 28,943         | 263,178          |
| <b>Qtr - 3</b> | <b>333,504</b> | <b>123,907</b> | <b>457,411</b> | <b>503,101</b> | <b>157,563</b> | <b>660,664</b> | <b>484,748</b>   | <b>136,900</b> | <b>621,648</b>   |
| JUL            | 149,759        | 26,551         | 176,310        | 220,549        | 30,464         | 251,013        | 260,500          | 23,590         | 284,090          |
| AUG            | 147,366        | 28,160         | 175,526        | 183,923        | 35,524         | 219,447        | 169,251          | 18,114         | 187,365          |
| SEPT           | 117,401        | 41,147         | 158,548        | 123,306        | 18,982         | 142,288        | 141,905          | 20,951         | 162,856          |
| <b>Qtr - 4</b> | <b>414,526</b> | <b>95,858</b>  | <b>510,384</b> | <b>527,778</b> | <b>84,970</b>  | <b>612,748</b> | <b>571,656</b>   | <b>62,655</b>  | <b>634,311</b>   |

### COFFEE EXPORTS BY TYPE & GRADE: 2000/01 - 2005/06

|                         | 2005/06          | 2004/05          | 2003/04          | 2002/03          | 2001/02          | 2000/01          | AVERAGE          |
|-------------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|
| <b>GRAND TOTAL</b>      | <b>2,002,324</b> | <b>2,504,890</b> | <b>2,523,042</b> | <b>2,663,888</b> | <b>3,146,381</b> | <b>3,074,773</b> | <b>2,652,550</b> |
| <b>ROBUSTA</b>          | <b>1,408,314</b> | <b>1,990,378</b> | <b>1,979,353</b> | <b>2,220,140</b> | <b>2,716,005</b> | <b>2,618,222</b> | 2,155,367        |
| Washed Rob              | 1,962            | 1,408            | 210              | 746              | 930              | 2,540            | 1,193            |
| Organic Rob             | 4,838            | 5,793            | 1,828            | 2,500            | 1,440            | 5,020            | 3,570            |
| Screen 18               | 118,533          | 138,309          | 203,814          | 196,102          | 240,546          | 236,797          | 188,959          |
| Screen 17               | 60,516           | 115,583          | 89,029           | 93,001           | 134,334          | 70,510           | 93,829           |
| Screen 15               | 717,924          | 1,005,955        | 1,182,974        | 1,242,441        | 1,637,448        | 1,560,548        | 1,224,548        |
| Screen 14               | 59,943           | 164,116          | 44,687           | 75,945           | 119,886          |                  | 92,915           |
| Screen 12               | 285,833          | 377,213          | 308,145          | 432,095          | 428,879          | 591,936          | 404,017          |
| BHP 1199                | 60,460           | 90,413           | 62,394           | 89,303           | 72,214           | 52,277           | 73,084           |
| Other Rob. <sup>1</sup> | 97,371           | 84,658           | 77,223           | 77,116           | 57,752           | 98,594           | 79,711           |
| <b>ARABICA</b>          | <b>594,010</b>   | <b>514,512</b>   | <b>543,689</b>   | <b>443,748</b>   | <b>430,376</b>   | <b>456,551</b>   | <b>498,683</b>   |
| Organic Arabica         | 19,955           | 10,185           | 5,104            | 4,380            | 3,505            | 620              | 7,042            |
| Bugisu AA               | 97,850           | 97,347           | 97,827           | 67,031           | 112,028          | 57,621           | 88,297           |
| Bugisu A                | 17,119           | 13,973           | 50,347           | 29,295           | 43,573           | 27,769           | 30,329           |
| Bugisu PB               | 11,437           | 7,642            | 13,230           | 9,263            | 11,240           | 7,514            | 10,049           |
| Bugisu B                | 1,420            | 3,365            | 6,884            | 7,831            | 15,572           | 17,725           | 9,156            |
| Bugisu C                | 1,250            | 973              | 960              | 1,260            | 2,345            | 2,645            | 1,572            |
| Bugisu E                | 320              | -                | 20               | -                | 22               | 320              | 114              |
| Arabica - AB            | 73,835           | 54,026           | 42,604           | 26,770           | 16,390           | 14,915           | 38,103           |
| Mixed Arabica           | 6,700            | 4,630            | 9,269            | 8,215            | 3,020            | -                | 5,227            |
| Arabica - CPB           | 8,015            | 10,000           | 3,269            | 801              | 960              | 1,920            | 4,161            |
| Wugar                   | 40,500           | 35,032           | 46,536           | 47,090           | 61,020           | 70,758           | 49,748           |
| Drugar                  | 264,505          | 238,899          | 243,527          | 225,921          | 134,542          | 241,746          | 224,857          |
| Other Arabicas          | 51,424           | 38,440           | 24,112           | 15,891           | 26,159           | 12,998           | 28,227           |

<sup>1</sup> Other Robusta refer to Sc. 1899, Sc 1599 and mixed grades preferred by buyers.



**COMPARATIVE MONTHLY EXPORT FIGURES FOR ROBUSTA & ARABICA - 60 Kilo Bags -**

|                | 2005/06          |                    | 2004/05          |                    | 2003/04          |                    | 2002/03          |                    |
|----------------|------------------|--------------------|------------------|--------------------|------------------|--------------------|------------------|--------------------|
|                | QTY              | VALUE \$           | QTY              | VALUE \$           | QTY              | VALUE \$           | QTY              | VALUE \$           |
| <b>TOTAL</b>   | <b>2,002,324</b> | <b>170,343,587</b> | <b>2,504,890</b> | <b>162,146,236</b> | <b>2,523,042</b> | <b>115,704,844</b> | <b>2,663,888</b> | <b>104,787,094</b> |
| <b>Robusta</b> | <b>1,408,314</b> | <b>103,873,270</b> | <b>1,988,360</b> | <b>105,883,286</b> | <b>1,979,633</b> | <b>82,611,561</b>  | <b>2,221,440</b> | <b>81,843,934</b>  |
| OCT            | 71,774           | 4,469,897          | 152,346          | 5,796,722          | 97,132           | 3,781,188          | 183,610          | 5,286,220          |
| NOV            | 121,407          | 8,093,316          | 141,435          | 5,019,760          | 83,445           | 3,272,999          | 219,276          | 7,194,141          |
| DEC            | 132,336          | 9,381,631          | 182,975          | 7,427,260          | 169,749          | 6,702,634          | 270,305          | 9,480,974          |
| JAN            | 156,047          | 11,016,259         | 171,107          | 7,042,443          | 234,062          | 9,653,421          | 257,526          | 9,985,540          |
| FEB            | 91,747           | 6,912,473          | 167,404          | 7,508,274          | 179,002          | 7,650,738          | 186,007          | 7,801,111          |
| MAR            | 86,973           | 6,490,296          | 142,214          | 7,003,125          | 159,839          | 6,815,144          | 128,546          | 4,988,343          |
| APR            | 76,946           | 5,868,690          | 156,353          | 8,172,737          | 122,967          | 5,181,784          | 77,760           | 2,732,028          |
| MAY            | 89,157           | 6,946,257          | 164,849          | 9,568,909          | 127,546          | 5,171,813          | 108,783          | 4,150,790          |
| JUN            | 167,401          | 12,428,399         | 181,899          | 12,083,444         | 234,235          | 10,625,954         | 218,388          | 8,326,258          |
| JUL            | 149,759          | 11,050,922         | 220,549          | 15,438,553         | 260,500          | 11,342,603         | 248,273          | 9,544,125          |
| AUG            | 147,366          | 11,452,930         | 183,923          | 12,827,504         | 169,251          | 6,887,833          | 181,037          | 6,890,640          |
| SEPT           | 117,401          | 9,762,200          | 123,306          | 7,994,555          | 141,905          | 5,525,450          | 141,929          | 5,463,764          |
| <b>ARABICA</b> | <b>594,010</b>   | <b>66,470,317</b>  | <b>516,530</b>   | <b>56,262,950</b>  | <b>543,409</b>   | <b>33,093,283</b>  | <b>442,448</b>   | <b>22,943,160</b>  |
| OCT            | 49,922           | 4,809,598          | 33,587           | 2,444,930          | 36,642           | 1,750,046          | 39,276           | 1,808,696          |
| NOV            | 60,646           | 6,379,170          | 41,446           | 3,281,692          | 54,475           | 2,687,399          | 42,911           | 2,326,753          |
| DEC            | 48,008           | 5,467,617          | 54,431           | 4,942,417          | 58,828           | 3,352,617          | 32,713           | 1,751,327          |
| JAN            | 72,667           | 8,663,022          | 43,616           | 4,413,104          | 61,979           | 3,729,106          | 45,355           | 2,667,227          |
| FEB            | 74,015           | 9,201,115          | 47,714           | 4,882,210          | 56,191           | 3,564,817          | 44,713           | 2,634,521          |
| MAR            | 68,987           | 8,140,598          | 53,203           | 6,907,721          | 75,739           | 5,096,869          | 33,681           | 1,862,368          |
| APR            | 69,696           | 7,845,734          | 55,035           | 7,174,852          | 54,602           | 3,585,183          | 43,511           | 2,051,205          |
| MAY            | 34,164           | 4,021,072          | 55,176           | 7,208,840          | 53,355           | 3,445,600          | 53,280           | 2,789,485          |
| JUN            | 20,047           | 2,146,047          | 47,352           | 6,002,324          | 28,943           | 2,022,782          | 35,140           | 1,659,927          |
| JUL            | 26,551           | 2,660,751          | 30,464           | 3,252,408          | 23,590           | 1,462,477          | 36,433           | 1,634,167          |
| AUG            | 28,160           | 2,927,946          | 35,524           | 3,714,390          | 18,114           | 985,202            | 20,155           | 1,027,348          |
| SEP            | 41,147           | 4,207,647          | 18,982           | 2,038,062          | 20,951           | 1,411,184          | 15,280           | 730,136            |

## APPENDIX VI

### MAIN BUYERS OF UGANDA COFFEE IN 2005/06 – 60-KILO BAGS

| COFFEE BUYERS   | TOTAL            | Oct. 05.       | Nov. 05        | Dec. 05        | Jan. 06        | Feb. 06        | Mar. 06        | Apr. 06        | May 06         | Jun. 06        | Jul. 06        | Aug. 06        | Sep. 06        |
|-----------------|------------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|
| GRAND TOTAL     | <b>2,002,324</b> | <b>121,696</b> | <b>182,053</b> | <b>180,344</b> | <b>228,714</b> | <b>165,762</b> | <b>155,960</b> | <b>146,642</b> | <b>123,321</b> | <b>187,448</b> | <b>176,310</b> | <b>175,526</b> | <b>158,548</b> |
| ECOM AGROINDUST | <b>275,999</b>   | 19,020         | 28,755         | 46,955         | 34,538         | 25,878         | 21,878         | 29,281         | 17,541         | 15,453         | 16,872         | 8,643          | 11,185         |
| OLAM INT.       | <b>176,204</b>   | 15,080         | 12,308         | 6,000          | 18,428         | 3,520          | 18,867         | 9,651          | 8,367          | 17,347         | 22,328         | 15,969         | 28,339         |
| SUCAFINA        | <b>158,062</b>   | 7,912          | 7,198          | 6,272          | 35,114         | 21,201         | 6,082          | 10,139         | 2,330          | 9,070          | 9,038          | 32,168         | 11,538         |
| SOCADEC         | <b>135,624</b>   | 3,574          | 7,332          | 26,953         | 19,095         | 9,755          | 5,045          | 3,435          | 5,645          | 24,635         | 13,348         | 4,593          | 12,214         |
| DRUCAFE         | <b>129,861</b>   | 5,830          | 16,440         | 4,260          | 11,520         | 12,010         | 15,364         | 8,135          | 4,103          | 10,733         | 14,935         | 5,269          | 21,262         |
| COFFTEA (SUDAN) | <b>125,010</b>   | 2,410          | 12,410         | 12,950         | 6,270          | 23,420         | 11,900         | 1,750          | 13,650         | 14,000         | 15,750         | 7,000          | 3,500          |
| LOUIS DREYFUS   | <b>105,266</b>   | 5,355          | 10,380         | 9,640          | 5,635          | 14,825         | 14,265         | 27,375         | 9,591          | 2,010          | 0              | 640            | 5,550          |
| BERNHARD ROTHFO | <b>103,832</b>   | 2,200          | 6,830          | 8,464          | 20,420         | 4,600          | 6,830          | 12,554         | 13,888         | 12,776         | 5,766          | 5,964          | 3,540          |
| VOLCAFE         | <b>63,373</b>    | 8,940          | 5,800          | 3,260          | 6,260          | 5,940          | 5,760          | 300            | 5,980          | 3,762          | 4,292          | 6,675          | 6,404          |
| DECOTRADE       | <b>55,904</b>    | 3,560          | 9,280          | 1,800          | 3,960          | 1,800          | 1,664          |                |                | 7,200          | 7,200          | 11,160         | 8,280          |
| ICONACAFE       | <b>53,047</b>    | 960            | 1,970          | 3,970          | 5,850          | 5,671          | 2,020          | 6,624          | 5,960          | 7,542          | 3,200          | 6,720          | 2,560          |
| ELMATHAHIB      | <b>49,300</b>    | 2,450          | 3,150          | 2,100          | 5,250          | 2,100          | 7,000          | 5,250          | 4,150          | 6,300          | 5,250          | 5,250          | 1,050          |
| ELITE           | <b>23,377</b>    |                |                |                | 2,756          | 1,234          | 4,774          | 1,002          | 0              | 2,060          | 3,050          | 5,439          | 3,062          |
| HACOFCO         | <b>20,344</b>    | 5,190          | 1,990          | 1,630          | 3,090          | 1,630          | 970            |                | 0              | 1,520          | 1,850          | 1,874          | 600            |
| AZIENDE         | <b>19,685</b>    | 1,610          | 600            | 620            | 620            | 940            | 300            | 1,275          | 1,295          | 1,600          | 1,965          | 3,350          | 5,510          |
| ROBUSTA TRADE I | <b>19,270</b>    |                | 1,720          | 2,100          | 2,100          |                | 1,050          | 350            | 3,850          | 2,100          | 0              | 3,550          | 2,450          |
| COFFY HANDELS   | <b>16,885</b>    |                | 00             | 0              | 1,440          | 4,660          | 4,309          | 3,596          | 0              | 0              | 0              | 2,880          | 2,880          |
| KRAFTS JACOBS   | <b>7,734</b>     |                | 0              | 320            | 320            |                |                | 0              | 0              | 640            | 320            | 960            | 5,174          |
| WALTER MATTER   | <b>6,340</b>     |                |                | 960            | 640            |                |                | 320            | 960            | 640            | 960            | 1,540          | 320            |
| TWIN TRADE      | <b>4,200</b>     |                |                |                | 300            | 600            | 600            | 900            | 300            | 300            | 0              | 600            | 600            |
| PRISMA          | <b>3,600</b>     |                |                |                |                |                |                |                |                |                |                | 1,080          | 2,520          |
| SELECT SERVICE  | <b>2,724</b>     | 600            | 620            |                |                | 600            | 350            |                |                |                |                |                | 554            |
| OTHERS          | <b>446,683</b>   | 37,005         | 55,270         | 42,090         | 45,108         | 25,378         | 26,932         | 24,705         | 25,711         | 47,760         | 50,186         | 44,202         | 22,336         |



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**CUMULATIVE COFFEE EXPORTS AND VALUE: 2005/06 - 2003/04**

| <b>COFFEE YEAR 2005/06</b> |                         |                   |                      |                   |
|----------------------------|-------------------------|-------------------|----------------------|-------------------|
| <b>MONTH</b>               | <b>QUANTITY</b>         |                   | <b>VALUE\$</b>       |                   |
|                            | <b>- 60 Kilo Bags -</b> | <b>CUMULATIVE</b> | <b>- US Dollar\$</b> | <b>CUMULATIVE</b> |
| OCT.                       | 121,696                 | 121,696           | 9,279,495            | 9,279,495         |
| NOV.                       | 182,053                 | 303,749           | 14,472,486           | 23,751,981        |
| DEC.                       | 180,344                 | 484,093           | 14,849,849           | 38,601,830        |
| JAN.                       | 228,714                 | 712,807           | 19,679,281           | 58,281,111        |
| FEB.                       | 165,762                 | 878,569           | 16,113,588           | 74,394,699        |
| MAR.                       | 155,960                 | 1,034,529         | 14,630,894           | 89,025,593        |
| APR.                       | 146,642                 | 1,181,171         | 13,714,421           | 102,740,014       |
| MAY                        | 123,321                 | 1,304,492         | 10,967,328           | 113,707,342       |
| JUN.                       | 187,448                 | 1,491,940         | 14,574,446           | 128,281,788       |
| JUL.                       | 176,310                 | 1,668,250         | 13,711,673           | 141,993,461       |
| AUG.                       | 175,526                 | 1,843,776         | 14,380,876           | 156,374,337       |
| SEPT.                      | 158,548                 | 2,002,324         | 13,969,847           | 170,344,184       |
| <b>COFFEE YEAR 2004/05</b> |                         |                   |                      |                   |
| <b>MONTH</b>               | <b>QUANTITY</b>         |                   | <b>VALUE\$</b>       |                   |
|                            | <b>- 60 Kilo Bags -</b> | <b>CUMULATIVE</b> | <b>- US Dollar\$</b> | <b>CUMULATIVE</b> |
| OCT.                       | 185,933                 | 185,933           | 8,241,652            | 8,241,652         |
| NOV.                       | 182,881                 | 368,814           | 8,301,452            | 16,543,104        |
| DEC.                       | 237,406                 | 606,220           | 12,369,677           | 28,912,781        |
| JAN.                       | 214,723                 | 820,943           | 11,455,547           | 40,368,328        |
| FEB.                       | 215,118                 | 1,036,061         | 12,390,484           | 52,758,812        |
| MAR.                       | 195,417                 | 1,231,478         | 13,910,846           | 66,669,658        |
| APR.                       | 211,388                 | 1,442,866         | 15,347,589           | 82,017,247        |
| MAY                        | 220,025                 | 1,662,891         | 16,777,749           | 98,794,996        |
| JUN.                       | 229,251                 | 1,892,142         | 18,085,768           | 116,880,764       |
| JUL.                       | 251,013                 | 2,143,155         | 18,690,961           | 135,571,725       |
| AUG.                       | 219,447                 | 2,362,602         | 16,541,894           | 152,113,619       |
| SEPT.                      | 142,288                 | 2,504,890         | 10,032,617           | 162,146,236       |
| <b>COFFEE YEAR 2003/04</b> |                         |                   |                      |                   |
| <b>MONTH</b>               | <b>QUANTITY</b>         |                   | <b>VALUE\$</b>       |                   |
|                            | <b>- 60 Kilo Bags -</b> | <b>CUMULATIVE</b> | <b>- US Dollar\$</b> | <b>CUMULATIVE</b> |
| OCT.                       | 133,774                 | 133,774           | 5,531,234            | 5,531,234         |
| NOV.                       | 137,920                 | 271,694           | 5,960,398            | 11,491,632        |
| DEC.                       | 228,577                 | 500,271           | 10,055,251           | 21,546,883        |
| JAN.                       | 296,041                 | 796,312           | 13,382,527           | 34,929,410        |
| FEB.                       | 235,193                 | 1,031,505         | 11,215,555           | 46,144,965        |
| MAR.                       | 235,578                 | 1,267,083         | 11,912,013           | 58,056,978        |
| APR.                       | 177,569                 | 1,444,652         | 8,766,967            | 66,823,945        |
| MAY                        | 180,901                 | 1,625,553         | 8,617,413            | 75,441,358        |
| JUN.                       | 263,178                 | 1,888,731         | 12,648,736           | 88,090,094        |
| JUL.                       | 284,090                 | 2,172,821         | 12,805,080           | 100,895,174       |
| AUG.                       | 187,365                 | 2,360,186         | 7,873,035            | 108,768,209       |
| SEPT.                      | 162,856                 | 2,523,042         | 6,936,634            | 115,704,844       |



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**Monthly Coffee Exports by Individual Firms in (Oct/Sept) 2005/06 – in 60-Kilo Bags**

| COFFEE EXPORTERS              | TOTAL            | Oct. 05.       | Nov. 05        | Dec. 05        | Jan. 06        | Feb. 06        | Mar. 06        | Apr. 06        | May 06         | Jun. 06        | Jul. 06        | Aug. 06        | Sep. 06        |
|-------------------------------|------------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|
| <b>GRAND TOTAL</b>            | <b>2,002,324</b> | <b>121,696</b> | <b>182,053</b> | <b>180,344</b> | <b>228,714</b> | <b>165,762</b> | <b>155,960</b> | <b>146,642</b> | <b>123,321</b> | <b>187,448</b> | <b>176,310</b> | <b>175,526</b> | <b>158,548</b> |
| Kyagalanyi Coffee Ltd         | 350,333          | 20,360         | 25,570         | 9,370          | 21,994         | 34,254         | 39,263         | 27,553         | 21,105         | 34,585         | 41,585         | 41,374         | 33,320         |
| Kawacom (U) Ltd.              | 296,137          | 19,686         | 28,317         | 48,295         | 34,873         | 25,878         | 21,878         | 31,636         | 20,341         | 19,633         | 16,872         | 17,093         | 11,635         |
| Pan Afric Impex Ltd.          | 296,090          | 24,274         | 40,205         | 38,902         | 27,245         | 16,310         | 15,975         | 15,685         | 18,211         | 34,146         | 29,402         | 15,325         | 20,410         |
| Ugacof Ltd.                   | 262,370          | 8,004          | 18,278         | 18,700         | 42,908         | 27,883         | 12,594         | 19,771         | 13,946         | 30,630         | 10,226         | 36,230         | 23,200         |
| Great Lakes                   | 197,337          | 11,282         | 15,681         | 13,002         | 17,436         | 11,528         | 17,254         | 18,193         | 15,544         | 20,157         | 19,802         | 21,440         | 16,018         |
| Olam (U) Ltd.                 | 178,069          | 15,080         | 9,133          | 1,860          | 17,468         | 6,700          | 20,007         | 11,051         | 8,367          | 14,147         | 28,048         | 18,189         | 28,019         |
| Ibero (U) Ltd..               | 111,224          | 5,120          | 7,310          | 10,984         | 23,120         | 6,170          | 4,344          | 6,660          | 11,520         | 12,076         | 8,296          | 8,904          | 6,720          |
| Job Coffee                    | 60,866           | 4,910          | 5,964          | 11,431         | 8,030          | 6,528          | 5,042          | 350            | 3,150          | 3,489          | 2,734          | 4,748          | 4,490          |
| Lakeland Holdings Ltd.        | 37,005           | 4,065          | 3,350          | 4,020          | 3,650          | 2,610          | 3,985          | 3,990          | 2,665          | 2,270          | 3,040          | 400            | 2,960          |
| Nakana Coffee Factor          | 36,182           | 350            | 2,800          | 6,530          | 6,000          | 5,156          | 1,400          | 654            | 1,964          | 3,304          | 2,680          | 4,354          | 990            |
| Savannah Commodities          | 33,936           | 2,880          | 3,820          | 2,540          | 7,310          | 3,580          | 1,310          | 3,575          | 350            | 3,951          | 3,781          | 839            |                |
| MTL Main Trading              | 33,115           | 1,070          | 3,960          | 3,950          | 5,230          | 4,180          | 3,931          | 2,880          | 2,240          | 640            | 320            | 320            | 4,394          |
| Union Export Services         | 30,523           | 1,260          | 2,650          | 2,120          | 1,960          | 2,930          | 1,867          | 334            | 1,960          | 4,700          | 4,664          | 2,880          | 3,198          |
| Wabulungu Multipurpose Estate | 26,783           |                | 6,650          | 2,100          | 2,450          | 4,555          | 2,100          | 1,050          | 350            | 2,658          | 3,820          | 1,050          |                |
| Kampala Domestic              | 22,717           | 1,610          | 2,995          | 5,850          | 4,150          | 3,400          | 3,770          | 500            |                | 442            |                |                |                |
| Mbale Importers and           | 15,300           |                | 4,080          |                | 2,360          | 2,240          | 320            | 640            |                |                | 720            | 2,380          | 2,560          |
| Gumutindo                     | 6,160            |                |                |                | 1,540          | 600            | 920            | 1,220          | 940            | 620            | 320            |                |                |
| Bakwanyce                     | 1,920            | 320            | 320            |                | 640            | 640            |                |                |                |                |                |                |                |
| Kaweri Coffee Plantation      | 1,500            |                |                |                |                | 300            |                | 900            |                |                |                |                | 300            |
| Victoria Coffees Ltd.         | 1,425            | 1,425          |                |                |                |                |                |                |                |                |                |                |                |
| Rwenzori Coffees              | 1,002            |                |                |                |                |                |                |                | 668            |                |                |                | 334            |
| Sitanida                      | 990              |                | 320            |                | 350            | 320            |                |                |                |                |                |                |                |
| Kaginda Coffee Export         | 700              |                | 350            | 350            |                |                |                |                |                |                |                |                |                |
| Uganda Medium Ind.            | 340              |                |                | 340            |                |                |                |                |                |                |                |                |                |
| Zigoti Coffee Works           | 300              |                | 300            |                |                |                |                |                |                |                |                |                |                |



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## APPENDIX VIII



### EXPORTS BY GRADE PER MONTH 2005/06 – 60-Kilo Bags

|                    | Dec            | Jan            | Feb            | Mar            | Apr            | May            | Jun            | Jul            | Aug            | Sept           | Total          |                |                  |
|--------------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|------------------|
| <b>GRAND TOTAL</b> | <b>121,696</b> | <b>182,503</b> | <b>180,344</b> | <b>228,714</b> | <b>165,762</b> | <b>155,960</b> | <b>146,642</b> | <b>123,321</b> | <b>187,448</b> | <b>176,310</b> | <b>175,526</b> | <b>158,548</b> | <b>2,002,324</b> |
| <b>Robusta</b>     | <b>71,774</b>  | <b>121,845</b> | <b>132,336</b> | <b>156,047</b> | <b>91,747</b>  | <b>86,973</b>  | <b>76,946</b>  | <b>89,157</b>  | <b>167,401</b> | <b>149,759</b> | <b>147,366</b> | <b>117,401</b> | <b>1,408,314</b> |
| Organic – Rob      | 330            | -              | -              | 350            | 664            | 350            | 480            | 964            | 1,010          | -              | 690            | -              | 4,838            |
| Washed – Rob       | -              | -              | -              | -              | 940            | -              | 900            | -              | 122            | -              | -              | -              | 1,962            |
| Screen 18          | 4,783          | 17,890         | 9,511          | 10,618         | 6,497          | 7,276          | 11,840         | 10,371         | 14,518         | 7,380          | 5,765          | 12,084         | 118,533          |
| Screen 17          | 1,764          | 7,005          | 2,974          | 6,558          | 320            | 5,134          | 2,921          | 5,193          | 9,558          | 6,897          | 7,240          | 4,952          | 60,516           |
| Screen 15          | 40,193         | 64,580         | 88,693         | 79,912         | 57,724         | 33,003         | 26,037         | 46,330         | 85,371         | 78,743         | 72,740         | 44,598         | 717,924          |
| Screen 14          | 1,780          | 4,260          | 1,800          | 7,700          | 1,970          | 7,700          | 3,705          | 2,450          | 6,150          | 700            | 13,418         | 8,310          | 59,943           |
| Screen 12          | 17,554         | 22,568         | 19,184         | 24,074         | 9,537          | 16,140         | 22,099         | 15,779         | 31,200         | 35,647         | 35,932         | 37,053         | 286,767          |
| BHP 1199           | 1,290          | 4,290          | 3,300          | 8,695          | 5,580          | 7,770          | 5,625          | 2,400          | 5,000          | 6,015          | 6,435          | 4,060          | 60,460           |
| Others             | 3,760          | 814            | 6,874          | 18,140         | 8,515          | 9,600          | 3,339          | 5,670          | 14,472         | 13,267         | 5,146          | 6,344          | 97,371           |
| <b>ARABICA</b>     | <b>49,922</b>  | <b>60,646</b>  | <b>48,008</b>  | <b>72,667</b>  | <b>74,015</b>  | <b>68,987</b>  | <b>69,696</b>  | <b>34,164</b>  | <b>20,047</b>  | <b>26,551</b>  | <b>28,160</b>  | <b>41,147</b>  | <b>594,010</b>   |
| Organic            | -              | 330            | 3,635          | 7,590          | 2,810          | 3,160          | 2,250          | -              | 180            | -              | -              | -              | 19,955           |
| Bugisu AA          | 7,118          | 12,814         | 12,320         | 14,463         | 12,875         | 7,696          | 9,497          | 7,070          | 2,557          | 4,150          | 1,150          | 6,140          | 97,850           |
| Bugisu A           | -              | 1,000          | 960            | 3,477          | 1,140          | 1,280          | 990            | 958            | 790            | 740            | 3,850          | 1,934          | 17,119           |
| Bugisu PB          | -              | 1,020          | 1,420          | 720            | 2,130          | 2,867          | 780            | 650            | 120            | -              | 130            | 1,600          | 11,437           |
| Bugisu B           | -              | -              | -              | 80             | 740            | 100            | 50             | -              | -              | -              | 450            | -              | 1,420            |
| BUG C              | -              | 700            | -              | -              | -              | 200            | -              | -              | -              | -              | 350            | -              | 1,250            |
| Arab – AB          | 4,610          | 6,570          | 7,070          | 13,620         | 11,670         | 8,670          | 5,880          | 960            | 4,295          | 1,590          | 3,490          | 5,410          | 73,835           |
| Arab CPB           | -              | -              | -              | 2,130          | 2,100          | 1,080          | 2,380          | 325            | -              | -              | -              | -              | 8,015            |
| Mixed Arabica      | 640            | -              | -              | 470            | 640            | 1,110          | 960            | 1,280          | 320            | 640            | 320            | 320            | 6,700            |
| Wugar              | 2,160          | 5,430          | 4,275          | 2,090          | 11,325         | 5,720          | 2,800          | 5,650          | 700            | 350            | -              | -              | 40,500           |
| Drugar             | 31,480         | 25,582         | 15,928         | 22,779         | 26,014         | 29,999         | 37,539         | 14,861         | 9,955          | 14,468         | 16,608         | 19,292         | 264,505          |
| Others             | 3,914          | 7,200          | 2,400          | 5,248          | 2,571          | 7,105          | 6,570          | 2,410          | 1,130          | 4,613          | 1,812          | 6,451          | 51,424           |

### Cost Structure for Coffee Production at Farm Level: 1995/96 – 2004/05 –in Shs.

|   | 1996/97    | 1997/98    | 1998/99    | 1999/00    | 2000/01    | 2001/02    | 2002/03    | 2003/04    | 2004/05    | 2005/06    |
|---|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|
| <b>Cost Parameters</b>                                |            |            |            |            |            |            |            |            |            |            |
| Labour (per ha)                                       | 150,000    | 216,000    | 225,000    | 350,000    | 150,000    | 180,000    | 270,000    | 270,000    | 210,000    | 300,000    |
| Amortized cost of Establishment                       | 0          | 0          | 0          | 0          | 0          | 0          | 0          | 0          | 0          | 0          |
| Depreciation (equipment)                              | 75,000     | 75,000     | 75,000     | 50,000     | 50,000     | 60,000     | 75,000     | 75,000     | 100,000    | 125,000    |
| Non-labour input cost [fertilizers, pesticides, etc.] | 70,000     | 70,000     | 0          | 50,000     | 30,000     | 40,000     | 100,000    | 100,000    | 50,000     | 90,000     |
| Total Cost (per ha)                                   | 295,000    | 361,000    | 300,000    | 450,000    | 230,000    | 280,000    | 445,000    | 445,000    | 360,000    | 515,000    |
| Yield in Kilos of Kiboko or Parchment/ha              | 1,200      | 1,100      | 1,100      | 1,200      | 1,000      | 1,200      | 1,000      | 1,000      | 1,000      | 1,200      |
| <b>Unit Cost (Shs/Kilo)</b>                           | <b>245</b> | <b>330</b> | <b>272</b> | <b>375</b> | <b>230</b> | <b>233</b> | <b>445</b> | 445        | 360        | 429        |
| Farm-gate Price (Shs/Kilo of Kiboko/Parchment)        | 600        | 650        | 600        | 425        | 270        | 280        | 530        | 500        | 550        | 865        |
| Profits in Shs. Kilo                                  | 355        | 320        | 328        | 50         | 40         | 47         | 85         | 55         | 190        | 436        |
| <b>CLONAL ROBUSTA COFFEE</b>                          |            |            |            |            |            |            |            |            |            |            |
| Labour (per ha)                                       | 290,000    | 360,000    | 490,000    | 630,000    | 360,000    | 480,000    | 648,000    | 675,000    | 700,000    | 910,000    |
| Amortized cost of Establishment                       | 50,000     | 50,000     | 50,000     | 50,000     | 50,000     | 50,000     | 0          | 0          | 0          | 0          |
| Depreciation (equipment)                              | 100,000    | 100,000    | 100,000    | 125,000    | 100,000    | 100,000    | 120,000    | 150,000    | 150,000    | 160,000    |
| Non-labour input cost [fertilizers, pesticides]       | 190,000    | 190,000    | 135,000    | 100,000    | 100,000    | 120,000    | 200,000    | 240,000    | 150,000    | 195,000    |
| Total Cost Per ha                                     | 630,000    | 650,000    | 775,000    | 905,000    | 610,000    | 750,000    | 968,000    | 1,065,000  | 1,000,000  | 1,265,000  |
| Yield in Kilos of Kiboko or Parchment/ha              | 3,000      | 3,300      | 3,300      | 3,600      | 4,000      | 4,400      | 4,000      | 3,800      | 4,000      | 5,000      |
| <b>Unit Cost (Shs/Kilo)</b>                           | <b>210</b> | <b>200</b> | <b>234</b> | <b>251</b> | <b>153</b> | <b>170</b> | 242        | 280        | 250        | 253        |
| Farm-gate Price (Shs/Kilo of Kiboko/Parchment)        | 600        | 650        | 600        | 425        | 270        | 280        | 530        | 500        | 550        | 865        |
| Profits in Shs. Kilo                                  | 390        | 450        | 366        | 174        | 117        | 110        | 288        | 220        | 300        | 602        |
| <b>ARABICA COFFEE</b>                                 |            |            |            |            |            |            |            |            |            |            |
| Labour (per ha)                                       | 180,000    | 300,000    | 350,000    | 385,000    | 240,000    | 270,000    | 378,000    | 432,000    | 385,000    | 500,000    |
| Amortized cost of Establishment                       | 0          | 0          | 0          | 0          | 0          | 0          | 0          | 0          | 0          | 0          |
| Depreciation (equipment)                              | 125,000    | 125,000    | 120,000    | 150,000    | 150,000    | 130,000    | 150,000    | 200,000    | 200,000    | 220        |
| Non-labour input cost [fertilizers, pesticides, etc.] | 160,000    | 160,000    | 85,000     | 100,000    | 120,000    | 160,000    | 175,000    | 180,000    | 150,000    | 225,000    |
| Total Cost per ha                                     | 465,000    | 585,000    | 555,000    | 635,000    | 510,000    | 560,000    | 703,000    | 812,000    | 735,000    | 945,000    |
| Yield in Kilos of Kiboko or Parchment/ha              | 750        | 700        | 750        | 750        | 650        | 1,000      | 1,000      | 950        | 900        | 1,100      |
| <b>Unit Cost (Shs/Kilo)</b>                           | <b>620</b> | <b>836</b> | <b>740</b> | <b>850</b> | <b>785</b> | <b>560</b> | <b>703</b> | <b>854</b> | <b>816</b> | <b>859</b> |
| Farm-gate Price (Shs/Kilo of Kiboko/Parchment)        | 1,700      | 1,800      | 1,400      | 1,300      | 1,000      | 990        | 1,200      | 1,390      | 2,200      | 2,095      |
| Profits in Shs. Kilo                                  | 1,080      | 964        | 660        | 450        | 215        | 430        | 497        | 536        | 1,384      | 1,506      |



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hour is estimated at 40 per cent and it is incorporated in the cost structure.



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**THE DEVELOPMENT AUTHORITY  
FOR THE YEAR ENDED SEPTEMBER 30,  
2005, TOGETHER WITH THE REPORT AND OPINION THEREON  
BY THE AUDITOR GENERAL**

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**AUDITED ACCOUNTS: 2005/06**

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| SUMMARY                                      | PAGE |
|--|------|
| Auditor General's Report                     |      |
| Statement of Directors' Responsibility       |      |
| Balance Sheet                                |      |
| Income and Expenditure                       |      |
| Statement of Movement in Net Surplus/Deficit |      |
| Notes to Financial Statements                |      |
| Fixed Assets Schedule                        |      |
| Expenditure Notes                            |      |
| Cash Flow                                    |      |

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## **R GENERAL'S REPORT**

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Under section 16 (2) of Uganda Coffee Development Authority (UCDA) Act (Cap325), I am required to audit the accounts of Uganda Coffee Development Authority and report to Parliament in accordance with Article 163 (4) of the Constitution not later than six (6) months after the end of the financial year to which they relate.

### **REPORT**

The Financial statements of the Uganda Coffee Development Authority (UCDA) for the year ended 30<sup>th</sup> September 2006 set out on pages 1 to 10 which have been prepared on the basis of accounting policies set out on Page 4 have been audited. All the information and explanations, which were considered necessary for purposes of the audit, were obtained.

### **Respective responsibilities of the Directors and Auditors**

The Directors are responsible for the preparation of the financial statements, which give a true and fair view of the Authority's state of affairs and its surplus or deficit. The responsibility of the Auditor is to express an independent opinion on the financial statements based on the Audit.

### **Basis of Opinion**

The audit was conducted in accordance with international standards on Auditing. Those standards require that the audit is planned and performed to obtain reasonable assurance that the accounts are free from material misstatement. An audit includes an examination, on a test basis of evidence supporting the amounts and disclosures in the financial statements. It also includes an assessment of the accounting policies and significant estimates made by the directors, as well as an evaluation of the overall presentation of the financial statements.

### **OPINION**

In my opinion the financial statements give a true and fair view of the state of affairs of the Authority as at 30<sup>th</sup> September 2006 and of its surplus and cash flows for the year then ended and comply with the International Financial Reporting Standards (IFRS) and the Uganda Coffee Development Authority Act Cap.325.



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draw attention to the following matter:

**Joint Venture Losses**

As stated in Note 10(a) to the financial statements, the Authority entered into Joint Ventures to promote Uganda coffee overseas in Denmark, China and Egypt. The Authority has continued to make losses in these joint venture operations. This trend is unlikely to change soon.

During the year one Joint Venture partner (China) withdrew from the joint venture without making good its share of the loss. UCDA took over full control of the venture.

In view of this poor performance, management was advised to review the strategy of participating in joint ventures and put more effort in promotional activities.

John F. S. Muwanga  
**AUDITOR GENERAL**

**Kampala**

August 16, 2007

**DEVELOPMENT AUTHORITY**  
**STATEMENT OF DIRECTORS' RESPONSIBILITIES**  
**FOR THE YEAR ENDED SEPTEMBER 30, 2006**

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The Uganda Coffee Development Authority Act requires the Directors to prepare financial statements for each financial year that give a true and fair view of the state of affairs of the company at the end of the financial year and of its profit and loss. It also requires that the company keeps proper accounting records that disclose, with reasonable accuracy, the financial position of the company. They are also responsible for safe guarding of the assets of the company.

The directors accept responsibility for the annual financial statements set out on pages 1 to 12, which have been prepared using appropriate accounting polices supported by reasonable and prudent judgments and estimates, in conformity with International Reporting Standards and the requirements of the Uganda Companies Act. The directors are of the opinion that the financial statements give a true and fair view of the financial affairs of the Company and of its profit for the year. The directors accept responsibility for the maintenance of accounting records that may be relied upon in the preparation of financial statements as well as adequate systems of internal financial control.

Nothing has come to the attention of the directors to indicate that the company will not remain a going concern for at least the twelve months from the date of this statement.

Paul Mugambwa  
**Chairman Board of Directors**

Henry Ngabirano  
**Managing Director**

15/08/2007

## DEVELOPMENT AUTHORITY

### CONSOLIDATED BALANCE SHEET

AS AT 30TH SEPTEMBER 2006

(All in Uganda Shillings)

|   |        | 2005/2006   | 2004/2005            |
|---|--------|---|----------------------|
| <b>Fixed Assets(Net Book Value)</b>                     | 2      | 6,155,227,607   | 5,976,837,762        |
| Investment in Joint Ventures                            | 10 (a) | (392,517,543)   | 178,489,294          |
| Other investments and work in progress                  | 10 (b) | 417,407,905   | 626,637,069          |
| <b>Current Assets</b>                                   |        |   |                      |
| Short-term Fixed Deposit                                | 3      | 706,182,973   | 70,516,190           |
| Cash at Bank  | 4 (a)  | 368,280,641   | 714,507,430          |
| Cash  | 4 (b)  | 158,000   | 11,810               |
| Other Debtors   | 5      | 121,553,263   | 210,684,285          |
| Cess Debtors  | 6 (a)  | 348,137,104   | 379,885,706          |
| SIP Debtors   | 6 (b)  | 442,391,322   | 220,375,801          |
|   |        | 1,986,703,303   | 1,595,981,222        |
| <b>Less Liabilities</b>                                 |        |   |                      |
| Creditors: Amounts falling due with in one year         | 7      | 1,064,980,343   | 754,998,277          |
| <b>Net Current Assets</b>                               |        | <b>921,722,960</b>  | <b>840,982,945</b>   |
| Creditors: Amounts falling due after more than one year | 8      | 2,114,224,682   | 2,700,640,236        |
| <b>Net Assets</b>                                       |        | <b>4,987,616,247</b>  | <b>4,922,306,834</b> |
| <b>FINANCED BY</b>                                      |        |   |                      |
| Funds of the Authority                                  |        | 2,216,750,000   | 2,216,750,000        |
| Net Deficit   |        | (1,257,652,408)   | (1,322,961,821)      |
| C.F.C Counter Funding                                   |        | 266,315,261   | 266,315,261          |
| Capital Reserves  |        | 503,532,492   | 503,532,492          |
| Asac Funding  |        | 746,529,785   | 746,529,785          |
| Stabex Funding  |        | 847,800,000   | 847,800,000          |
| UCDA Coffee Seedlings                                   | 9      | 1,664,341,117   | 1,664,341,117        |
| <b>TOTAL</b>  |        | <b>4,987,616,247</b>  | <b>4,922,306,834</b> |
| H. A. Ngabirano<br>MANAGING DIRECTOR                    |        | Fred Luzinda-Mukasa<br>BOARD SECRETARY/ HEAD OF<br>FINANCE & ADMINISTRATION |                      |



**DEVELOPMENT AUTHORITY**  
**INCOME AND EXPENDITURE STATEMENT**  
**FOR THE YEAR ENDED SEPTEMBER 30, 2006**  
**(All in Uganda Shillings)**

| <b>REVENUE</b>                              | <b>Notes</b> | <b>2005/2006</b>       | <b>2004/2005</b>       |
|---|--------------|------------------------|------------------------|
|   |              | <b>U SHS</b>           | <b>U. Shs</b>          |
| UCDA Revenue and share of joint venture     |              | 3,748,591,775          | 3,451,451,427          |
| Less: Share of joint venture turnover       |              | 180,164,212            | 153,990,008            |
| <b>Total Operating Revenue</b>              | <b>1</b>     | <b>3,568,427,563</b>   | <b>3,297,461,419</b>   |
| <br><b>OPERATING EXPENSES</b>               | <br><b>2</b> |                        |                        |
| Staff costs                                 |              | 1,560,280,312          | 1,400,699,361          |
| Administrative expenses                     |              | 1,622,777,382          | 1,291,157,303          |
| Depreciation/Provision                      |              | 256,164,770            | 312,285,689            |
| <b>Total Operating Expenses</b>             |              | <b>3,439,222,464</b>   | <b>3,004,142,353</b>   |
| <br><b>UCDA Operating Surplus/(Deficit)</b> |              | <br><b>129,205,099</b> | <br><b>293,319,066</b> |
| Surplus on disposal of fixed assets         |              | 2,519,186              | 0                      |
| Share of joint venture loss in china        |              | (75,942,662)           | (80,190,823)           |
| Share of joint venture loss in Egypt        |              | (29,350,724)           | (18,703,122)           |
| Share of joint venture loss in Denmark      |              | (81,596,758)           | (336,036,410)          |
| <b>Net Surplus/(Deficit)</b>                |              | <b>(55,165,859)</b>    | <b>(141,611,289)</b>   |

## DEVELOPMENT AUTHORITY

### STATEMENT OF MOVEMENT IN SURPLUS/DEFICIT

#### FOR THE YEAR ENDED SEPTEMBER 30, 2006

(All in Uganda Shillings)

|   | 2005/2006<br>U Shs | 2004/2005<br>U Shs |
|---|--------------------|--------------------|
| Retained deficit at the beginning of the year | (1,322,961,821)    | (1,097,445,580)    |
| Prior year adjustments                        | 457,163,802        | (87,517,256)       |
| Joint Ventures translation differences        | (336,688,530)      | 3,612,304          |
| Operating Surplus/ (Deficit) for the year     |                    | (141,611,289)      |
| Retained deficit at the end of the year       | (1,202,486,549)    | (1,322,961,821)    |

#### Notes

##### PRIOR YEAR ADJUSTMENTS

Understatement of CESS Debtors written off after Audit

|  |                    |
|--|--------------------|
| Kawacom                                    | 13,465,485         |
| Olam                                       | 11,704,471         |
| Ibero                                      | 12,732,122         |
| Kyagalanyi                                 | 10,567,350         |
| Exchange loss on International Obligations | (104,187,401)      |
| Creditors written back- ACPC               | 512,881,775        |
| <b>Total</b>                               | <b>457,163,802</b> |

##### JOINT VENTURE TRANSLATION DIFFERENCES 2005/2006

|   |                      |
|---|----------------------|
| Egypt - Translation Differences                               | 1,240,201            |
| Egypt - Prior year adjustments on Net Assets                  | (18,551,008)         |
| China - Translation Differences on reserves and share capital | (51,552,812)         |
| China- 48% increase in Share holding                          | (315,253,488)        |
| Denmark-Write down on Investment in the Joint Venture         | 47,428,577           |
| <b>Total</b>  | <b>(336,688,530)</b> |

**DEVELOPMENT AUTHORITY  
ACCOUNTS FOR THE YEAR ENDED  
SEPTEMBER 30, 2006  
(All in Uganda Shillings)**

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**NOTE 1.0 ACCOUNTING POLICIES**

**1.1 BASIS OF ACCOUNTING**

The accounts of the Authority prepared under the historical cost convention.

**1.2 DEPRECIATION & IMPAIRMENT**

Depreciation is calculated to write off the cost of fixed assets over their expected useful life using reducing balance method at the following annual rates:-

- Commercial vehicles 25%
- Land and Building 2%
- Plant, Furniture and Equipment 12%
- Motor vehicles 20%
- Computers & Peripherals 33%

Fixed assets are depreciated fully in the year of purchase and not depreciated in the year of disposal.

**1.3 BAD AND DOUBTFUL DEBTS**

Specific provisions are made for all known doubtful debts in addition to a general provision that is estimated by management. Bad debts are written off after approval of the Board of Directors.

**1.4 CONVERSION AND TRANSLATION OF FOREIGN TRANSACTIONS**

Transactions in foreign currencies during the year are converted into Uganda Shillings at rates ruling at the transaction dates.

Assets and liabilities denoted in foreign currencies are translated into Uganda Shillings at the rate ruling the balance sheet date.

The resulting differences from conversion are recognized within the Income and Expenditure account, while translation differences are charged against retained surplus or deficit in the year they arise.

**1.5 CONSOLIDATION OF JOINT VENTURES OPERATION**

The Authority participates in Joint Venture Companies for the sole purpose of promoting Uganda coffee with Beijing Chenao Coffee Company Ltd in China, Uganda Egypt Coffee Manufacturing Company (UGEMCO) in Egypt and Mt Elgon Coffee Ltd in Denmark.

The accounts reflect our share of the Joint Venture Company results that have been consolidated based on the gross equity method.

**1.6 MAJOR ACTIVITIES**

The Government of Uganda released Shs. 2,817,514,000 to UCDA during the coffee year under the support to coffee seedlings project to pay part of the arrears to nursery operators.

**UGANDA COFFEE DEVELOPMENT AUTHORITY**  
**NOTES TO THE FINANCIAL STATEMENTS**  
**FOR THE YEAR ENDED SEPTEMBER 30, 2006**  
**(All in Uganda Shillings)**

| <b>COST/<br/>VALUATION</b>    | <b>Land and<br/>Buildings</b> | <b>Office<br/>Furniture</b> | <b>Computer &amp;<br/>Peripherals</b> | <b>Office<br/>Equipment</b> | <b>Motor<br/>Vehicles</b> | <b>Commercial<br/>1 Vehicles</b> | <b>Liquoring<br/>Equipment</b> | <b>Motor<br/>Cycles</b> | <b>Generator</b>  | <b>TOTAL</b>         |
|-------------------------------|-------------------------------|-----------------------------|---------------------------------------|-----------------------------|---------------------------|----------------------------------|--------------------------------|-------------------------|-------------------|----------------------|
| At 1st Oct 2005               | 6,998,141,836                 | 211,235,716                 | 188,735,923                           | 91,953,733                  | 185,468,998               | 421,271,806                      | 246,718,132                    | 84,688,260              | 59,429,346        | <b>8,487,643,750</b> |
| Additions<br>2005/2006        | 297,080,345                   | 11,489,235                  | 9,332,000                             | 7,200,334                   | 87,000,000                | 4,843,574                        | 0                              | 0                       | 1,941,425         | <b>418,886,913</b>   |
| Disposals<br>2005/2006        | 0                             | 0                           | 0                                     | 0                           | 0                         | (58,598,741)                     | 0                              | (3,982,160)             | 0                 | <b>(62,580,901)</b>  |
| <b>At 30th Sept.<br/>2006</b> | <b>7,295,222,181</b>          | <b>222,714,951</b>          | <b>198,067,923</b>                    | <b>99,154,067</b>           | <b>272,468,998</b>        | <b>367,516,639</b>               | <b>246,718,133</b>             | <b>80,706,100</b>       | <b>61,370,771</b> | <b>8,843,949,762</b> |
| <b>DEPRECIATION</b>           |                               |                             |                                       |                             |                           |                                  |                                |                         |                   |                      |
| At 1st Oct. 2005              | 1,544,335,082                 | 171,007,288                 | 140,137,852                           | 51,484,456                  | 112,140,874               | 311,152,589                      | 130,819,609                    | 29,910,077              | 19,818,164        | <b>2,510,805,991</b> |
| Disposal<br>Adjustments       | 0                             | 0                           | 0                                     | 0                           | 0                         | (55,298,798)                     | 0                              | (2,351,067)             | 0                 | <b>(57,649,865)</b>  |
| Depreciation for<br>the Year  | 115,017,742                   | 6,206,120                   | 19,116,923                            | 5,720,353                   | 32,065,625                | 27,915,712                       | 13,907,823                     | 10,629,418              | 4,986,313         | <b>235,566,029</b>   |
| At 30th Sept<br>2005          | <b>1,659,352,824</b>          | <b>177,213,408</b>          | <b>159,254,775</b>                    | <b>57,204,809</b>           | <b>144,206,499</b>        | <b>283,769,503</b>               | <b>144,727,432</b>             | <b>38,188,428</b>       | <b>24,804,477</b> | <b>2,688,722,155</b> |
| <b>Net Book<br/>Value</b>     | <b>5,635,869,357</b>          | <b>45,511,543</b>           | <b>38,813,148</b>                     | <b>41,949,258</b>           | <b>128,262,499</b>        | <b>83,747,136</b>                | <b>101,990,700</b>             | <b>42,517,672</b>       | <b>36,566,294</b> | <b>6,155,227,607</b> |

## DEVELOPMENT AUTHORITY

### NOTES TO FINAL ACCOUNTS FOR THE YEAR ENDED SEPTEMBER 30, 2006 (All in Uganda Shillings)

#### NOTE 3: SHORT-TERM FIXED DEPOSITS

|                                  | 2005/2006          | 2004/2005         |
|----------------------------------|--------------------|-------------------|
| Standard Chartered Bank- Pension | 69,549,411         | 70,516,190        |
| Tropical Bank- Pension           | 216,667,000        | 0                 |
| Tropical Bank                    | 419,966,562        | 0                 |
| <b>Total</b>                     | <b>706,182,973</b> | <b>70,516,190</b> |

#### NOTE 4(a): CASH AT BANK

|   | 2005/2006          | 2004/2005          |
|---|--------------------|--------------------|
| Stanbic Bank City Branch A/C 0140007511801    | 63,393,390         | 273,214,920        |
| Stanbic Bank City Branch A/C 0140007222101    | 3,348,107          | 143,946,236        |
| Standard Chartered Bank (Salary Account)      | 40,731,271         | 30,743,416         |
| Standard Chartered Bank (Staff Pension Funds) | 118,253,364        | 205,542,955        |
| Nile Bank Ltd. (Rent Account)                 | 30,690,935         | 60,559,903         |
| Housing Finance Company of Uganda Ltd         | 500,000            | 500,000            |
| Tropical Africa Bank                          | 69,460,455         | 0                  |
| Tropical Africa Bank Dollar A/C               | 41,903,119         | 0                  |
| <b>Total</b>                                  | <b>368,280,641</b> | <b>714,507,430</b> |

#### NOTE 4(b): CASH AT HAND

|  | 2005/2006      | 2004/2005     |
|--|----------------|---------------|
|  | <b>158,000</b> | <b>11,810</b> |

#### NOTE 5: OTHER DEBTORS

|                                     | 2005/2006          | 2004/2005          |
|-------------------------------------|--------------------|--------------------|
| Staff Advances                      | 66,139,301         | 58,856,931         |
| Rent Receivable                     | 45,514,697         | 200,224,354        |
| Provision for bad and doubtful debt | (2,275,735)        | (49,997,000)       |
| Other debtors                       | 12,175,000         | 1,600,000          |
| <b>Total</b>                        | <b>121,553,263</b> | <b>210,684,285</b> |

#### NOTE 6(a): CESS DEBTORS

|                                     | 2005/2006          | 2004/2005          |
|-------------------------------------|--------------------|--------------------|
| CESS Debtors                        | 366,460,109        | 482,577,434        |
| Provision for bad and doubtful debt | (18,323,005)       | (102,691,727)      |
| <b>Total</b>                        | <b>348,137,104</b> | <b>379,885,706</b> |

#### NOTE 6 (b): SIP DEBTORS

|  | 2005/2006          | 2004/2005          |
|--|--------------------|--------------------|
|  | <b>442,391,322</b> | <b>220,375,801</b> |

**DEVELOPMENT AUTHORITY  
COUNTS FOR THE YEAR ENDED  
SEPTEMBER 30, 2006  
(All in Uganda Shillings)**

**NOTE 7: CREDITORS AMOUNTS FALLING DUE WITHIN ONE YEAR**

|                                   | <b>2005 / 2006</b>   | <b>2004 / 2005</b> |
|-----------------------------------|----------------------|--------------------|
| PAYE                              | 12,133,783           | 17,053,097         |
| International coffee organization | 230,000,000          | 141,033,600        |
| Inter-Africa coffee Organization  | 218,100,000          | 214,600,000        |
| DFCU Leasing facility             | 49,984,541           | 63,632,880         |
| NSSF Payable                      | 0                    | 3,151,626          |
| Retirement Benefit Scheme         | 381,042,932          | 258,552,411        |
| Prepaid Export Licenses           | 6,000,000            | 4,500,000          |
| Accruals                          | 167,719,087          | 52,474,663         |
| <b>Total</b>                      | <b>1,064,980,343</b> | <b>754,998,277</b> |

**NOTE 8: CREDITORS AMOUNTS FALLING DUE AFTER MORE THAN ONE YEAR**

|   | <b>2005 / 2006</b>   | <b>2004 / 2005</b>   |
|---|----------------------|----------------------|
| Association of Coffee Producing Countries | 0                    | 498,614,200          |
| Reuters                                   | 0                    | 121,710,270          |
| International Coffee Organization (ICO)   | 442,229,090          | 540,907,680          |
| Inter Africa Coffee Organization (IACO)   | 1,671,995,592        | 1,487,215,000        |
| DFCU leasing facility                     | 0                    | 52,193,086           |
| <b>Total</b>                              | <b>2,114,224,682</b> | <b>2,700,640,236</b> |

**NOTE 9: SUPPORT TO UCDA COFFEE SEEDS**

|              | <b>2005 / 2006</b>   | <b>2004 / 2005</b>   |
|--------------|----------------------|----------------------|
| <b>Total</b> | <b>1,664,341,117</b> | <b>1,664,341,117</b> |

**NOTE 10(a): INVESTMENT IN JOINT VENTURES**

|                                 | <b>2005 / 2006</b> | <b>2004 / 2005</b> |
|---------------------------------|--------------------|--------------------|
| Share of Assets in China        | 385,826,445        | 211,455,517        |
| Share of Liabilities in China   | (1,163,532,288)    | (546,412,388)      |
| Share of Assets in Egypt        | 72,728,539         | 63,879,915         |
| Share of Liabilities in Egypt   | (69,853,349)       | (14,343,420)       |
| Share of Assets in Denmark      | 393,000,580        | 475,622,140        |
| Share of Liabilities in Denmark | (10,687,470)       | (11,712,470)       |

**Total**

|                     | <b>2005 / 2006</b>   | <b>2004 / 2005</b> |
|---------------------|----------------------|--------------------|
| <b>Total</b>        | <b>(392,517,543)</b> | <b>178,489,294</b> |
| Exchange rates used |                      |                    |
| China               | 237                  | 220                |
| Egypt               | 330                  | 317                |

**NOTE 10 (b): OTHER INVESTMENTS**

|                         | <b>2005 / 2006</b> | <b>2004 / 2005</b> |
|-------------------------|--------------------|--------------------|
| Investment in UBIN      | -                  | 16,872,000         |
| Windsor crescent W.I.P  | -                  | 192,357,164        |
| Wet Processing Machines | 417,407,905        | 417,407,905        |
| <b>Total</b>            | <b>417,407,905</b> | <b>626,637,069</b> |

**DEVELOPMENT AUTHORITY  
TO THE INCOME AND EXPENDITURE  
STATEMENT FOR THE YEAR ENDED SEPTEMBER 30, 2006  
(All in Uganda Shillings)**

|   |                                    | <b>2005/ 2006</b>    | <b>2004/ 2005</b>    |
|---|------------------------------------|----------------------|----------------------|
| 1 | <b>REVENUE</b>                     | <b>U Shs</b>         | <b>U Shs</b>         |
|   | CESS 1%                            | 3,121,338,879        | 2,845,691,463        |
|   | Rent Income                        | 350,899,230          | 317,252,000          |
|   | Interest Earned                    | 20,378,082           | 0                    |
|   | Export & processing licence        | 58,800,000           | 65,345,000           |
|   | Sundry Income                      | 17,011,372           | 69,172,956           |
|   |                                    | <b>3,568,427,563</b> | <b>3,297,461,419</b> |
| 2 | <b>OPERATIONAL EXPENSES</b>        |                      |                      |
|   | <b>Staff costs</b>                 |                      |                      |
|   | <b>Employment Costs</b>            |                      |                      |
|   | Salaries and Wages                 | 912,220,844          | 814,602,910          |
|   | Emergency Medical Provision        | 2,703,500            | 8,753,500            |
|   | Performance Allowance              | 12,859,000           | 14,242,000           |
|   | Public Holiday Expenses            | 28,374,991           | 10,122,885           |
|   | Leave Allowance                    | 74,951,256           | 80,574,360           |
|   | N.S.S.F. Contribution              | 74,404,622           | 76,492,428           |
|   | General Staff Welfare              | 6,868,409            | 11,793,317           |
|   | Welfare Costs (funerals)           | 4,201,000            | 3,600,000            |
|   | Retirement Benefit Scheme          | 132,750,070          | 115,630,320          |
|   | Contract Gratuity                  | 27,207,360           | 9,940,400            |
|   | Staff training                     | 13,310,000           | 13,889,440           |
|   | Outsource Allowance                | 28,776,000           | 29,833,020           |
|   | Medical refund                     | 103,810,131          | 131,445,055          |
|   | Fuel town running/refund           | 51,969,650           | 54,334,700           |
|   |                                    | <b>1,474,406,833</b> | <b>1,375,254,335</b> |
|   | <b>Travel Costs</b>                |                      |                      |
|   | Internal Travel                    | 49,576,259           | 17,801,026           |
|   | External Travel -ICO               | 24,955,270           | 4,440,000            |
|   | External Travel - IACO             | 11,341,950           | 3,204,000            |
|   |                                    | <b>85,873,479</b>    | <b>25,445,026</b>    |
|   | <b>Total staff costs</b>           | <b>1,560,280,312</b> | <b>1,400,699,361</b> |
|   | <b>Administrative Expenses</b>     |                      |                      |
|   | <b>Maintenance and Consumables</b> |                      |                      |
|   | Repairs - Buildings                | 28,069,342           | 22,448,011           |
|   | Repairs - Office Equipment         | 22,960,463           | 9,755,160            |
|   | Other Services/Office Cleaning     | 20,948,054           | 10,822,095           |
|   | Repair & Maintenance - Cars        | 33,239,159           | 20,783,951           |

|  |                    |                    |
|--|--------------------|--------------------|
|  | 56,633,400         | 47,474,937         |
| M & S - Auto Supplies                  | 19,317,967         | 17,426,498         |
| Vehicle Registration/Licences          | 10,181,940         | 11,170,150         |
|  | <b>191,350,325</b> | <b>139,880,802</b> |
| <b>Other office expenses</b>           |                    |                    |
| Support to NUCAL                       | 30,750,000         | 18,350,000         |
| Telephone, Fax Bills                   | 62,597,459         | 62,155,112         |
| Postage, and Delivery                  | 6,210,409          | 4,150,357          |
| Professional Fees                      | 15,899,600         | 24,219,596         |
| Donations/Contributions                | 5,222,000          | 2,600,100          |
| Insurance                              | 21,089,206         | 25,881,363         |
| Utilities - Water                      | 5,052,036          | 7,130,549          |
| Utilities - Electricity                | 22,705,811         | 18,498,320         |
| Bank Charges/Interest Charges          | 14,140,454         | 8,035,544          |
| Property Rates and taxes               | 35,910,698         | 21,899,824         |
| Printing & Stationery                  | 27,408,287         | 25,911,080         |
| News Papers/Periodicals/subscription   | 2,622,900          | 3,638,770          |
| Directors Expenses                     | 38,911,668         | 11,790,655         |
| Office Security                        | 26,523,550         | 16,789,800         |
| Legal Fees                             | 22,300,000         | 9,950,000          |
| Foreign Exchange Differences           | 14,329,549         | 176,429,759        |
| Interest on loan                       | 28,909,796         | 33,600,421         |
| Interest on RBS Loan                   | 7,507,764          | 9,423,116          |
|  | <b>357,341,187</b> | <b>462,104,366</b> |
| <b>Research and Development Costs</b>  |                    |                    |
| Research Activities                    | 11,766,600         | 11,745,990         |
| District Coffee Coordinators           | 41,324,050         | 43,905,225         |
| Monitoring & Evaluation                | 34,969,100         | 34,551,900         |
| Replanting Program                     | 12,985,500         | 17,535,255         |
| Coffee Promotion                       | 1,180,500          | 33,137,600         |
| Training and seminars                  | 22,213,950         | 20,274,370         |
|  | <b>124,439,700</b> | <b>161,150,340</b> |
| <b>Information Systems</b>             |                    |                    |
| Departmental Publications              | 11,344,850         | 15,251,500         |
| Market Evaluation/Stock Survey         | 7,935,000          | 9,830,500          |
| Information Technology Functions       | 22,391,874         | 21,980,961         |
|  | <b>41,671,724</b>  | <b>47,062,961</b>  |
| <b>Quality and Regulatory</b>          |                    |                    |
| Technical Extension Services           | 20,029,000         | 20,136,900         |
| Coffee & Quality Enhancement           | 62,559,754         | 58,608,334         |
|  | <b>82,588,754</b>  | <b>78,745,234</b>  |
| <b>Support to Coffee Organizations</b> |                    |                    |
| Support to UCTF                        | 9,240,000          | 12,000,000         |



|  |                   |                   |
|--|-------------------|-------------------|
|  | 6,000,000         | 0                 |
|  | 4,770,000         | 5,100,000         |
|  | <b>50,760,000</b> | <b>35,450,000</b> |

**Common Technical Programs**

|                                     |                    |          |
|-------------------------------------|--------------------|----------|
| Local Trade fairs & Exhibition      | 11,561,990         | 0        |
| African Coffee Research             | 9,250,000          | 0        |
| Promotion and Joint venture         | 261,895,704        | 0        |
| Radio Programs                      | 17,468,000         | 0        |
| Brochures, Corporate shirts & cards | 8,321,700          | 0        |
| Billboard Refurbishment             | 5,340,192          | 0        |
| Publicity & Advertisement           | 34,906,678         | 0        |
| Stakeholders Meeting                | 24,768,800         | 0        |
| Corporate Social responsibility     | 7,857,730          | 0        |
|                                     | <b>381,370,794</b> | <b>0</b> |

**International Obligations**

|                          |                    |                    |
|--------------------------|--------------------|--------------------|
| ICO - Contributions      | 125,529,366        | 141,033,600        |
| IACO - Contributions     | 256,028,392        | 225,730,000        |
| IACO Counterpart Funding | 11,697,140         | 0                  |
|                          | <b>393,254,898</b> | <b>366,763,600</b> |

**Total Administrative expenses**

|  |                      |                      |
|--|----------------------|----------------------|
|  | <b>1,622,777,382</b> | <b>1,291,157,303</b> |
|--|----------------------|----------------------|

**Depreciation/Provisions**

|                                 |                    |                    |
|---------------------------------|--------------------|--------------------|
| Land and Buildings              | 115,017,742        | 111,302,179        |
| Office Furniture                | 6,206,120          | 11,845,603         |
| Computers and Peripherals       | 19,116,923         | 35,150,455         |
| Office Equipment                | 5,720,353          | 15,679,577         |
| Motor Vehicle                   | 32,065,625         | 28,613,750         |
| Commercial Vehicle              | 27,915,712         | 41,044,810         |
| Liquoring Equipment             | 13,907,823         | 15,804,344         |
| Motor Cycle                     | 10,629,419         | 18,885,278         |
| Generator                       | 4,986,313          | 5,401,525          |
| Provision for CESS/Rent Debtors | 20,598,740         | 28,558,168         |
|                                 | <b>256,164,770</b> | <b>312,285,689</b> |

**UGANDA COFFEE DEVELOPMENT AUTHORITY**

**CASH FLOW STATEMENT**

**FOR THE YEAR ENDED SEPTEMBER 30, 2006**

**(All in Uganda Shillings)**

|                              | <b>2005/2006</b> | <b>2004/2005</b> |
|------------------------------|------------------|------------------|
|                              | <b>U. Shs</b>    | <b>U. Shs</b>    |
| <b>Net Operating Surplus</b> | 129,205,099      | 271,682,734      |



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|  |                      |                     |
|--|----------------------|---------------------|
|  | 235,566,029          | 283,649,520         |
| Provision for bad & Doubtful debts                       | 20,598,740           | 28,553,168          |
| Change in Foreign Exchange gain                          | -                    | (78,753,619)        |
| Prior year adjustments                                   | 457,163,802          | 87,517,256          |
| Increase in Debtors                                      | (101,135,897)        | (198,030,224)       |
| Decrease in Liabilities                                  | (276,433,488)        | 279,696,173         |
| Net cash flows from operating activities                 | <b>464,964,285</b>   | <b>674,315,008</b>  |
| <b>INVESTING ACTIVITIES</b>                              |                      |                     |
| Construction of Laboratory equipment/Land & Buildings    | (10,202,429)         | (12,257,435)        |
| Purchase of computers                                    | (9,332,000)          | (1,475,000)         |
| WIP at Windsor Crescent                                  | -                    | (35,924,037)        |
| Purchase of Furniture                                    | (11,489,235)         | (4,535,000)         |
| Purchase of Liquoring Equipment                          | -                    | (650,000)           |
| Purchase of Office Equipment                             | (7,200,334)          | (11,829,954)        |
| Purchase of Vehicles                                     | (91,843,574)         | -                   |
| Generator Repair Capitalized                             | (1,941,425)          | -                   |
| Disposal of Fixed Assets                                 | 7,450,222            | -                   |
| Net Cash from Investing Activities                       | <b>(124,558,775)</b> | <b>(66,671,426)</b> |
| <b>FINANCING ACTIVITIES</b>                              |                      |                     |
| Lease repayments to DFCU                                 | (50,779,326)         | (42,095,514)        |
| Net Cash from Financing Activities                       | <b>(50,779,326)</b>  | <b>(42,095,514)</b> |
| <b>NET CASHFLOW</b>                                      | <b>289,626,184</b>   | <b>565,548,068</b>  |
| <b>ANALYSIS OF CHANGES IN CASH &amp; CASH EQUIVALENT</b> |                      |                     |
| Closing Bank Balances                                    | 1,074,463,614        | 784,523,620         |
| Closing Cash Balances                                    | 158,000              | 471,810             |
| Opening Bank Balance                                     | (784,523,620)        | (216,170,692)       |
| Opening cash Balance                                     | (471,810)            | (3,276,670)         |
| <b>INCREASE IN CASH &amp; CASH EQUIVALENT</b>            | <b>289,626,184</b>   | <b>565,548,068</b>  |