

TechnoServe Coffee Initiative



A grant of \$47 million from the Bill & Melinda Gates Foundation to TechnoServe is helping small-scale farmers in East Africa boost their income by improving the quality of their coffee. TechnoServe is partnering with approximately 180,000 farmers over four years to provide support in the areas of quality management and agronomy, offering farmers the potential to increase their incomes.

The Coffee Initiative is based on an approach that has proven successful in breaking the cycle of poverty for coffee farmers in Latin America and Africa, and builds on TechnoServe's four decades of experience working with coffee farmers. The project is currently being implemented in Ethiopia, Kenya, Rwanda and Tanzania, and could expand into other countries in the future.

TechnoServe provides technical and business expertise to help small-scale farmers produce higher-quality coffee and secure price premiums in the marketplace. Specifically, TechnoServe works with selected small-scale farmers, whose farms enjoy the agroclimatic conditions required to produce coffee sought out by the world's most discerning buyers. Areas of training include quality coffee production and processing, business management, and quality coffee assessment.

TechnoServe starts by listening to our clients and other stakeholders in the coffee industry to understand concerns and constraints. TechnoServe business advisors work hand-in-hand with farmers while maintaining strong relationships with the local coffee industry. Historically, this approach has been successful in creating "win-win" outcomes for farmers, processors, and exporters.

FACTS AT A GLANCE

- Farmers assisted: 180,000
- Project duration: 4 years
- Project start: 2008
- Project location: East Africa

