

TRANSPARENCY REPORT

2022

Fieldwork

**WE ACKNOWLEDGE THE WURUNDJERI WOI-WURRUNG
PEOPLE AS THE TRADITIONAL CUSTODIANS OF THE
LAND ON WHICH OUR BUSINESS OPERATES. WE PAY OUR
RESPECTS TO THEIR ELDERS PAST AND PRESENT, AND
RECOGNISE THAT SOVEREIGNTY WAS NEVER CEDED.**

As Fieldwork Coffee, our mission is to champion the kinds of coffees we believe are the best in the world, and in doing so, respectfully represent the people who've grown them.

While we've been on this mission in various forms since 2015, earlier this year we realised that our former name and brand — Bureaux — was getting in the way of our goals, and failing to capture our purpose.

We were compelled to move to something more approachable, and that represented what's important to us; a recognition of the agricultural foundations of the things we enjoy; milk, bread, fresh produce, and chief among them — coffee.

On April 1st, 2022 we relaunched under our new name — Fieldwork Coffee. The only regret I have is that I wish we'd done it years sooner.

In the lead up to our name change, reviewed our business activities to free up time and energy for sourcing, roasting, and sharing the best coffees the world has to offer.

Today, we are a small-scale coffee roasting company based in Melbourne, Australia. From our Abbotsford roastery, we focus on sharing remarkable coffees with our webshop and cafe customers, and our wholesale partners across Australia and around the world.

Tim Williams
Founder, Fieldwork Coffee



‘FIRST AND FOREMOST, WE LOVE GREAT COFFEE, AND GREAT COFFEE DOESN’T HAPPEN BY ACCIDENT.’

The growing, processing, and timely exporting of the kinds of coffees we prize is the result of hundreds of deliberate choices made by farmers, millers, cuppers, exporters, and other stakeholders around the world.

As roasters who want to help ensure that these kinds of coffees continue to be produced, we feel that our responsibilities are three-fold — showcasing them to the highest standard, developing and maintaining an accurate understanding of our role in the supply chain, and always working towards more direct, long-term, and profitable purchasing relationships with the people who grow our coffee.

This, our first transparency report, aims to help us deliver on those responsibilities.

By interrogating and reporting on our green coffee buying, we intend to increase our understanding of the impact our buying has, allowing us to continuously make more informed and better decisions.

This report will help us identify where we’re achieving our goals, where we have work to do, and helps us set realistic buying goals for the future.

We also hope it demonstrates that small scale businesses — even niche coffee roasters like us — can make an impact by working towards buying in an equitable, future-minded way.





THE DATA IN THIS REPORT COVERS OUR COFFEES THAT ARRIVED IN THE CALENDAR YEAR OF 2021. WHILE WE CAN VERIFY PRICES PAID TO IMPORTERS, PRICES PAID TO PRODUCERS ARE AS REPORTED BY THE IMPORTER OR EXPORTER.

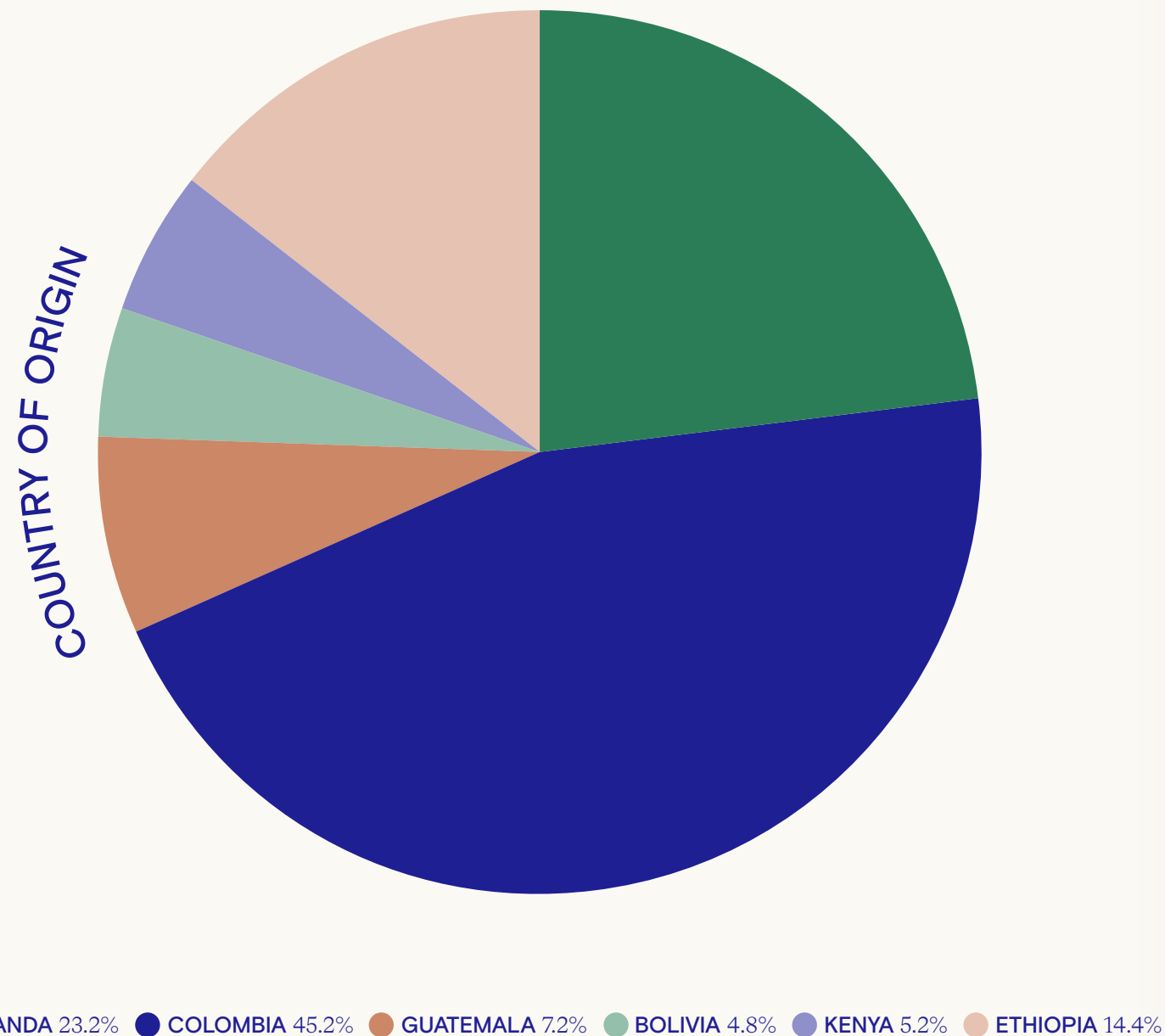
WE'VE CHOSEN TO BREAK OUR BUYING DOWN INTO THREE TYPES OF TRANSACTIONS, LARGELY DEFINED BY THEIR RISK PROFILE.

- DIRECT** ————— Direct purchasing is a scenario where we connect with a producer or exporter, and agree the terms of a coffee purchase. While we may work with an import partner to handle finance and logistics of moving the coffee to Australia, the entirety of the risk lies with us.
- SPOT** ————— Spot purchasing is a scenario where an importer purchases a coffee, brings it to Australia, and then sells it to one or several roasters. The importer assumes all risk of the coffee arriving in poor condition, or not being sold.
- FORWARD CONTRACT** ————— This form of buying sits somewhere between Direct and Spot; we work with an importer and their network of producers, but taste and make a commitment to purchase the coffee prior to it leaving the origin country.
- LENGTH OF RELATIONSHIP** — The number of years we've been buying from the producer for.
- IMPORTER PRICE** ————— The amount paid to a local importer for a Spot purchase. It is the simplest number to understand, but tells us the least about how much our growers are paid.
- FOB PRICE** ————— The 'F.O.B.' price means 'free on board', and refers to the price paid to the exporter. This figure tells us how much of the purchase price is returned to the country of origin, but again, little about how much makes it back to the producers themselves.
- PRODUCER PRICE** ————— This is complicated, though we essentially want it to represent what the person growing the coffee is paid. In some cases, the producer is also the exporter. In other cases, some producers sell fresh cherries, while other producers sell coffee processed, dried, and packaged down to a 'parchment' stage. Suffice to say, every number needs to be considered in its own context.

While we endeavour to work more directly with the people producing the coffee we serve, importers still play an important role. We rely on importers for logistics, financing, and local warehousing.

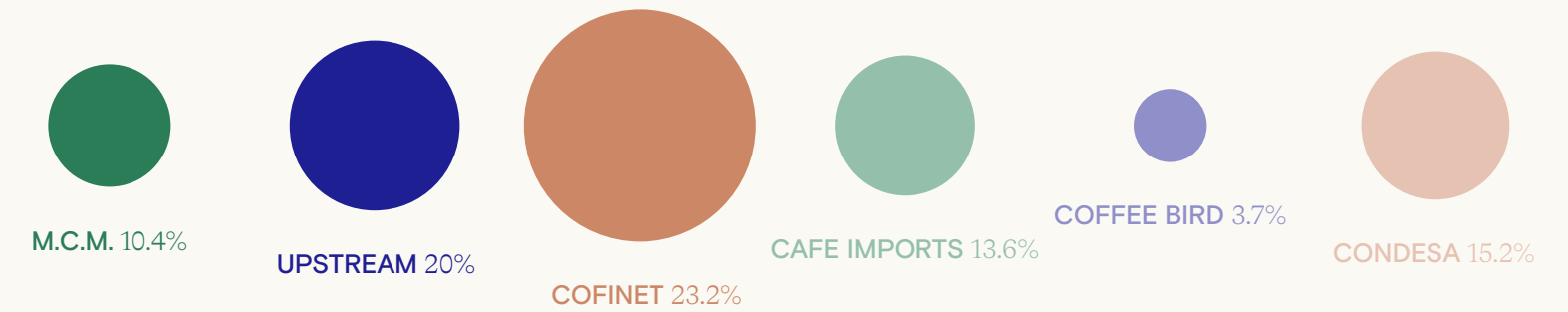
WE BUY COFFEE FROM JUST FIVE PRODUCING COUNTRIES: COLOMBIA, RWANDA, ETHIOPIA, KENYA, AND GUATEMALA*. WHILE OTHER COUNTRIES ALSO PRODUCE COFFEE OF EXCEPTIONAL QUALITY, THIS SELECTION OF COUNTRIES ENSURES WE HAVE FRESH COFFEE ALL YEAR ROUND, WHILE ALSO ALLOWING US TO CONCENTRATE OUR BUYING ACROSS FEWER PRODUCERS.

* Bolivia also appears on this report, as we purchased one lot from La Linda in Caranavi early in the year, before deciding on our five focus countries.



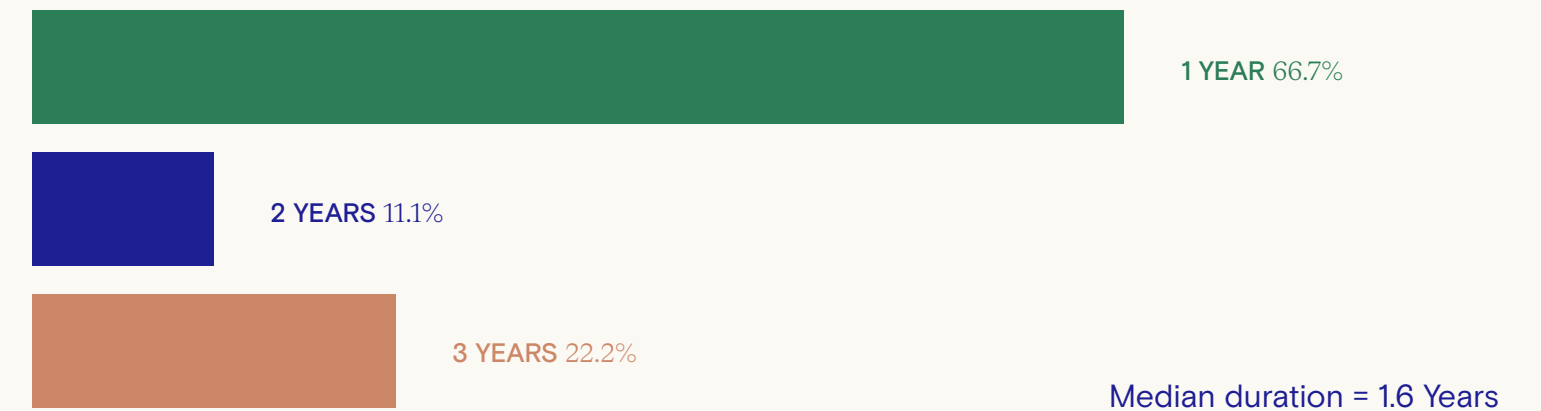
IMPORT PARTNERS

Which partners we use



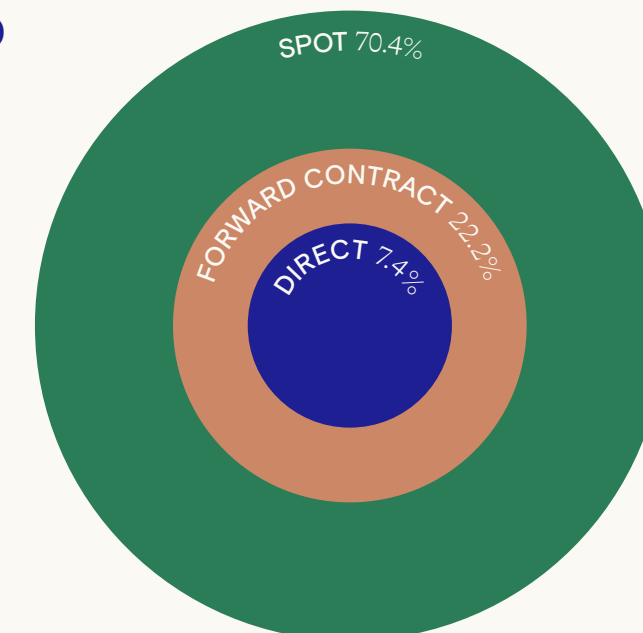
PRODUCER RELATIONSHIP

The length of relationship with each producer



BUYING METHOD

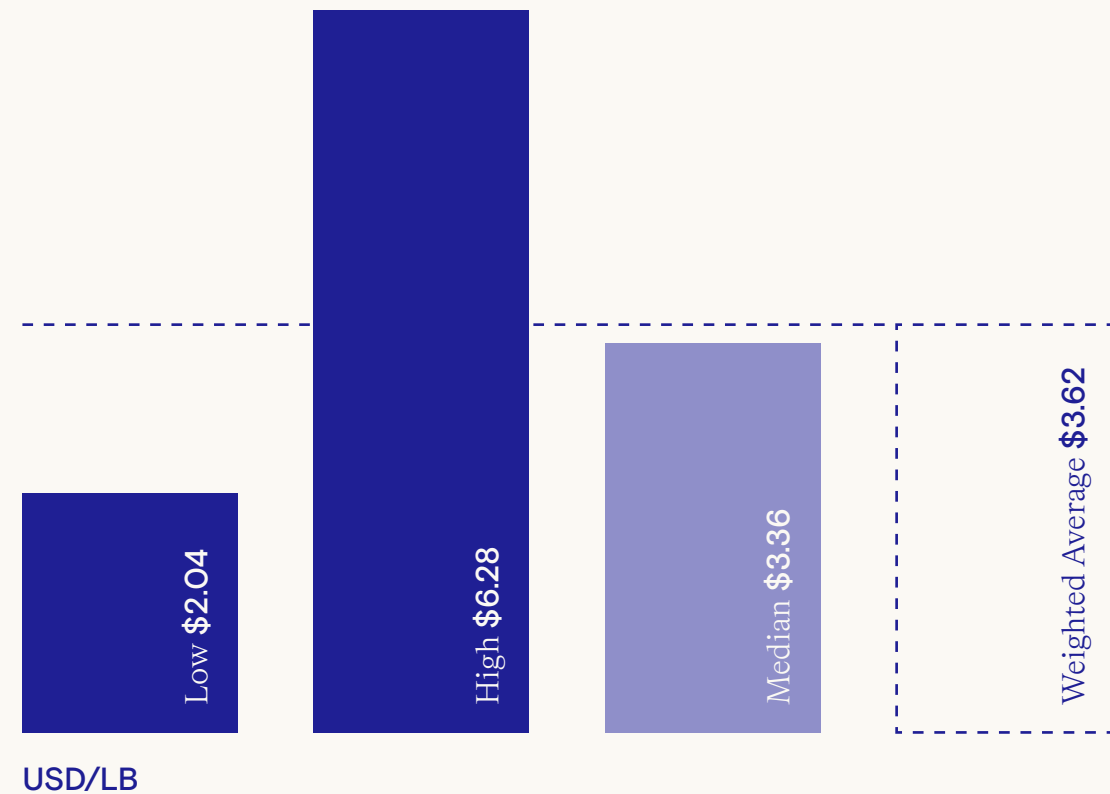
How we buy each coffee



IN 2021, WE PURCHASED 27 SEPARATE LOTS AND WERE ABLE TO ACCESS THE FOB PRICE ON ALL BUT TWO. AS A PERCENTAGE OF OUR TOTAL VOLUME PURCHASED, WE'VE HAD PRICE TRANSPARENCY ON 84% OF OUR YEAR'S BUYING.

FOB PRICE PAID

The FOB and farmgate prices here are listed in US dollars, per pound of unroasted coffee. After purchase, there are shipping, unloading, quarantine, and local delivery costs incurred. Once arrived in our warehouse, we assume the cost of storing, roasting, packaging, and delivering the coffee to our customers.



GITESI, RWANDA

Aime Gahizi

We've been purchasing coffee from Aime and Alexis Gahizi in Karongi, Rwanda for many years, after first visiting them in 2013.

Located in the hills of the Karongi district in western Rwanda, the Gitesi Washing Station buys coffee cherries from around 2,000 local farmers from March through May each year.

Under the guidance of Aime and Alexis, the cherries are sorted, pulped, washed, and dried to become some of the cleanest and sweetest representations of Rwanda coffee we've come across.

Beyond buying coffee from Gitesi, in 2015 we started a small, grassroots charity project alongside Aime, each year buying dairy cows and health insurance for hundreds of the region's poorest farmers.

Of all our current buying relationships, the one we have with the owners of Gitesi best exemplifies the openness of communication and longevity of an ongoing buying relationship we hope to develop in other regions and countries.



Alexis & Aime

COFFEE WE BOUGHT IN 2021

Coffee	Region	Country	Process	FOB (USD/lb)	Producer (USD/lb)	Import Partner	Relationship	Type
TUZURAMANE	NYAMAGABE	RWANDA	WASHED	A\$3.20	*	M.C.M.	1 YEAR/S	SPOT
TWITEZIMBERE	NYAMAGABE	RWANDA	WASHED	A\$3.20	*	M.C.M.	1 YEAR/S	SPOT
GITESI 091	KARONGI	RWANDA	WASHED	A\$3.36	A\$3.10	UPSTREAM	3 YEAR/S	DIRECT
GITESI 302	KARONGI	RWANDA	WASHED	A\$3.36	A\$3.10	UPSTREAM	3 YEAR/S	DIRECT
TABLON DE GOMEZ (2020)	NARIÑO	COLOMBIA	WASHED	A\$2.50	A\$2.15	COFINET	3 YEAR/S	SPOT
HACIENDA EL OBRAJE	NARIÑO	COLOMBIA	WASHED	A\$4.60	A\$4.15	COFINET	1 YEAR/S	SPOT
DECAF CORDILLERA	TOLIMA	COLOMBIA	WASHED	A\$4.40	A\$3.78	COFINET	1 YEAR/S	SPOT
TABLON DE GOMEZ (2021)	NARIÑO	COLOMBIA	WASHED	A\$3.66	A\$3.31	COFINET	3 YEAR/S	SPOT
BUESACO	NARIÑO	COLOMBIA	WASHED	A\$3.66	A\$3.31	COFINET	2 YEAR/S	SPOT
PABLO BAMACA	SAN MARCOS	GUATEMALA	WASHED	A\$2.77	*	CAFE IMPORTS	1 YEAR/S	SPOT
FINCA FILADELFIA	ANTIGUA	GUATEMALA	WASHED	A\$4.04	*	COFFEE BIRD	1 YEAR/S	FORWARD CONTRACT
LA ESPERANZA	TOLIMA	COLOMBIA	WASHED	A\$3.00	*	M.C.M.	1 YEAR/S	SPOT
LA CASITA	ANTIOQUIA	COLOMBIA	WASHED	A\$3.00	*	M.C.M.	1 YEAR/S	SPOT
LA ESTRELLA	ANTIOQUIA	COLOMBIA	WASHED	A\$3.30	*	M.C.M.	1 YEAR/S	SPOT
LA LINDA	CARANAVI	BOLIVIA	WASHED	A\$4.30	A\$4.30	M.C.M.	1 YEAR/S	SPOT
DUVIER HORTA	TOLIMA	COLOMBIA	WASHED	*	*	COFINET	1 YEAR/S	SPOT
BALBOA	NARIÑO	COLOMBIA	WASHED	*	*	COFINET	2 YEAR/S	SPOT
KAINAMUI AB	KIRINYAGA	KENYA	WASHED	A\$5.61	*	CONDESA	3 YEAR/S	FORWARD CONTRACT
YUKRO LOT 1	LIMU	ETHIOPIA	WASHED	A\$4.04	*	CONDESA	1 YEAR/S	FORWARD CONTRACT
THUNGURI AA	NYERI	KENYA	WASHED	A\$5.61	*	CONDESA	1 YEAR/S	FORWARD CONTRACT
KAMWANGI AA	KIRINYAGA	KENYA	WASHED	A\$6.28	*	CONDESA	1 YEAR/S	FORWARD CONTRACT
WORKA CHALBESA	YIRGACHEFFE	ETHIOPIA	WASHED	A\$4.51	*	CONDESA	1 YEAR/S	FORWARD CONTRACT
GRAN GALOPE	HUILA	COLOMBIA	WASHED	A\$2.04	*	CAFE IMPORTS	3 YEAR/S	SPOT
SODU	URAGA	ETHIOPIA	WASHED	A\$3.18	*	CAFE IMPORTS	1 YEAR/S	SPOT
ADADO	YIRGACHEFFE	ETHIOPIA	WASHED	A\$3.18	*	CAFE IMPORTS	2 YEAR/S	SPOT
GONDO AA	MURANGA	KENYA	WASHED	A\$4.92	*	CAFE IMPORTS	1 YEAR/S	SPOT
DECAF TIMBIO	CAUCA	COLOMBIA	DECAF	A\$2.36	*	CAFE IMPORTS	1 YEAR/S	SPOT



QUESTIONS, COMMENTS,
OR FEEDBACK? REACH OUT AT
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