

TRANSPARENCY REPORT
2023

Fieldwork

We acknowledge the Wurundjeri Woi-wurrung people of the Kulin Nation 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.



KEY POINTS

61%

Were first-time purchases

39%

Of purchases were on-going relationships

\$2.30

The lowest F.O.B. price we paid

\$3.80

Our average F.O.B. price paid, weighted by volume

\$7.20

The highest F.O.B. price we paid (all prices USD/lb)

ON TRANSPARENCY

On the surface, a transparency report is fairly straightforward.

Released annually, it's the sharing of a roasting company's raw coffee buying across a given time period, usually expressed as a table of individual purchases.

Typically the name of the coffee or farm leads, followed by the amount of coffee bought, the country of origin, and the price paid to the producer, the exporter, or both. More detailed reports might offer quality scores, the terms of the purchase, and an indication of the length of the relationship between producer and buyer.

But there's a lot more to transparency reporting than a page of published data.

For us at Fieldwork, and for many of our contemporaries around the world, underneath that surface lies the desire to be a better and more responsible participant in a notoriously opaque supply chain; to contribute to ensuring more sustainable prices are paid to coffee growers; to track the progress that we're making; and to identify areas for improvement.

Speaking purely for myself here, I also want to disavow our industry of the idea that transparent buying is only for 'the big guys', and want to continue to demonstrate that even micro-roasters like us can (and should) take a more responsible and future-minded approach to how we buy coffee.

Our goal is to be ever-more transparent, responsible, long-term, and informed customers of the coffee

producers we have the privilege to represent. Producing our annual transparency report is not the objective, it's the by-product, and a yardstick by which we're able to measure our results.

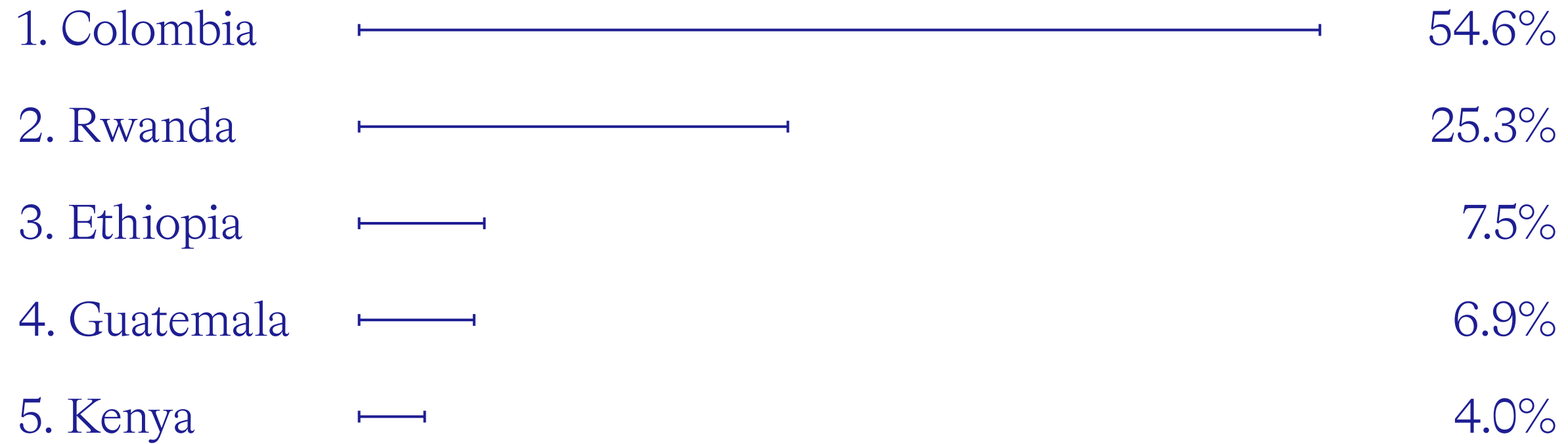
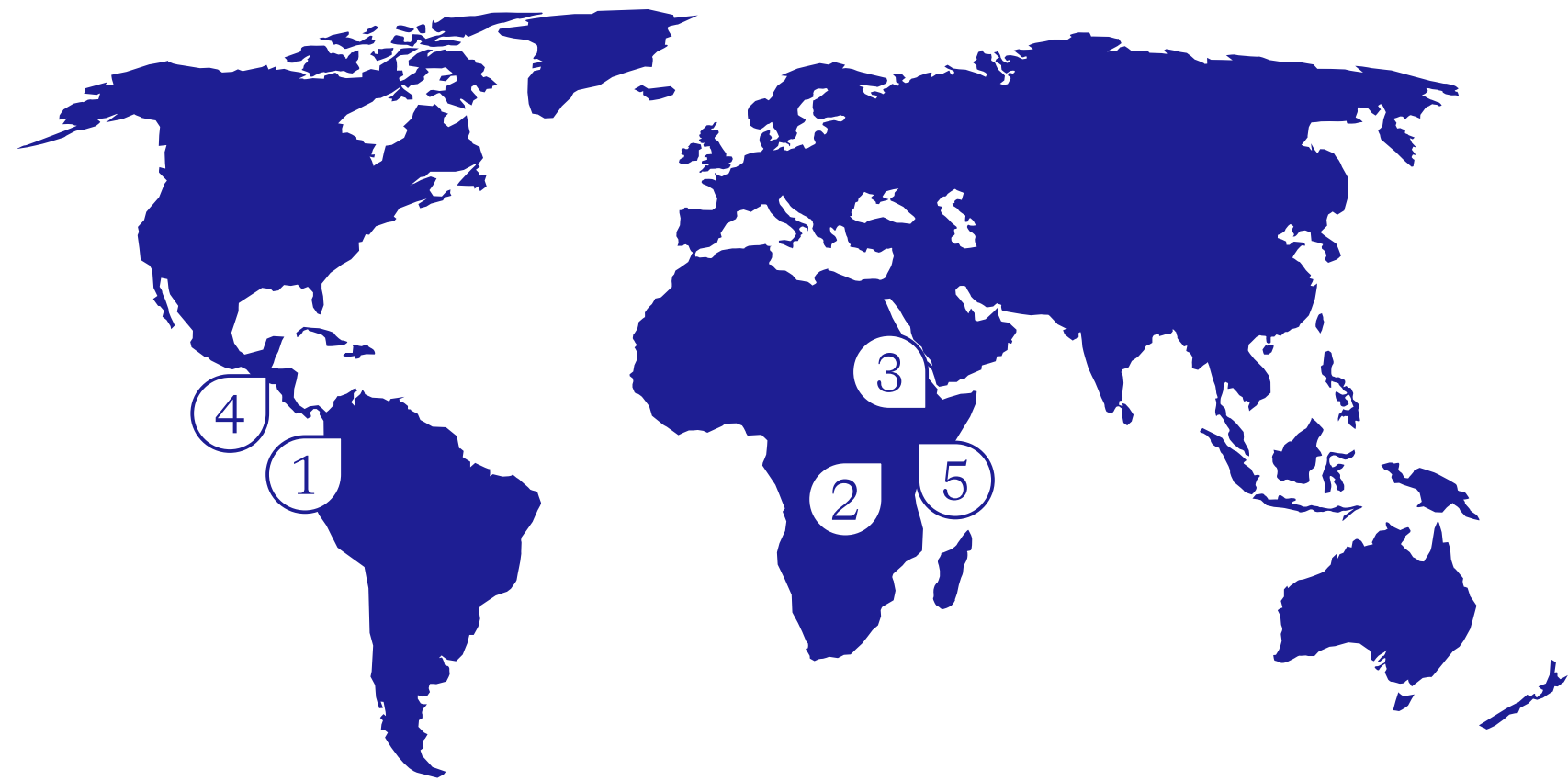
While it's a long way from perfect, I'm proud of the effort we're putting in, and the progress we continue to make.

Tim Williams

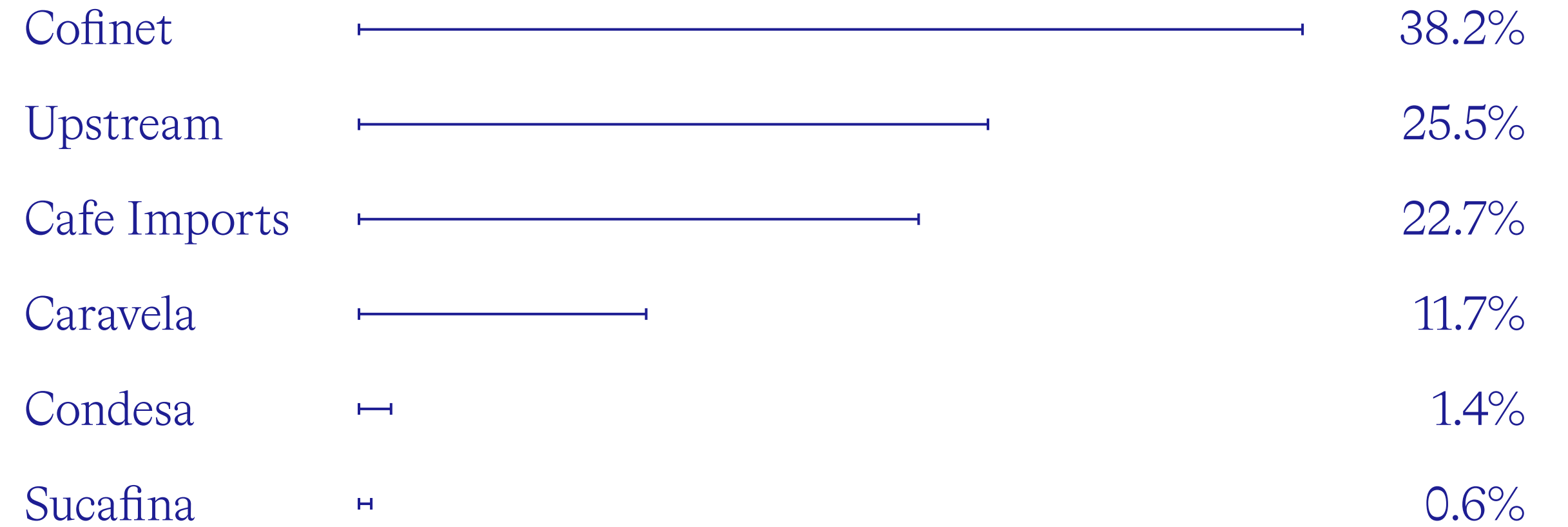
Founder, Fieldwork Coffee



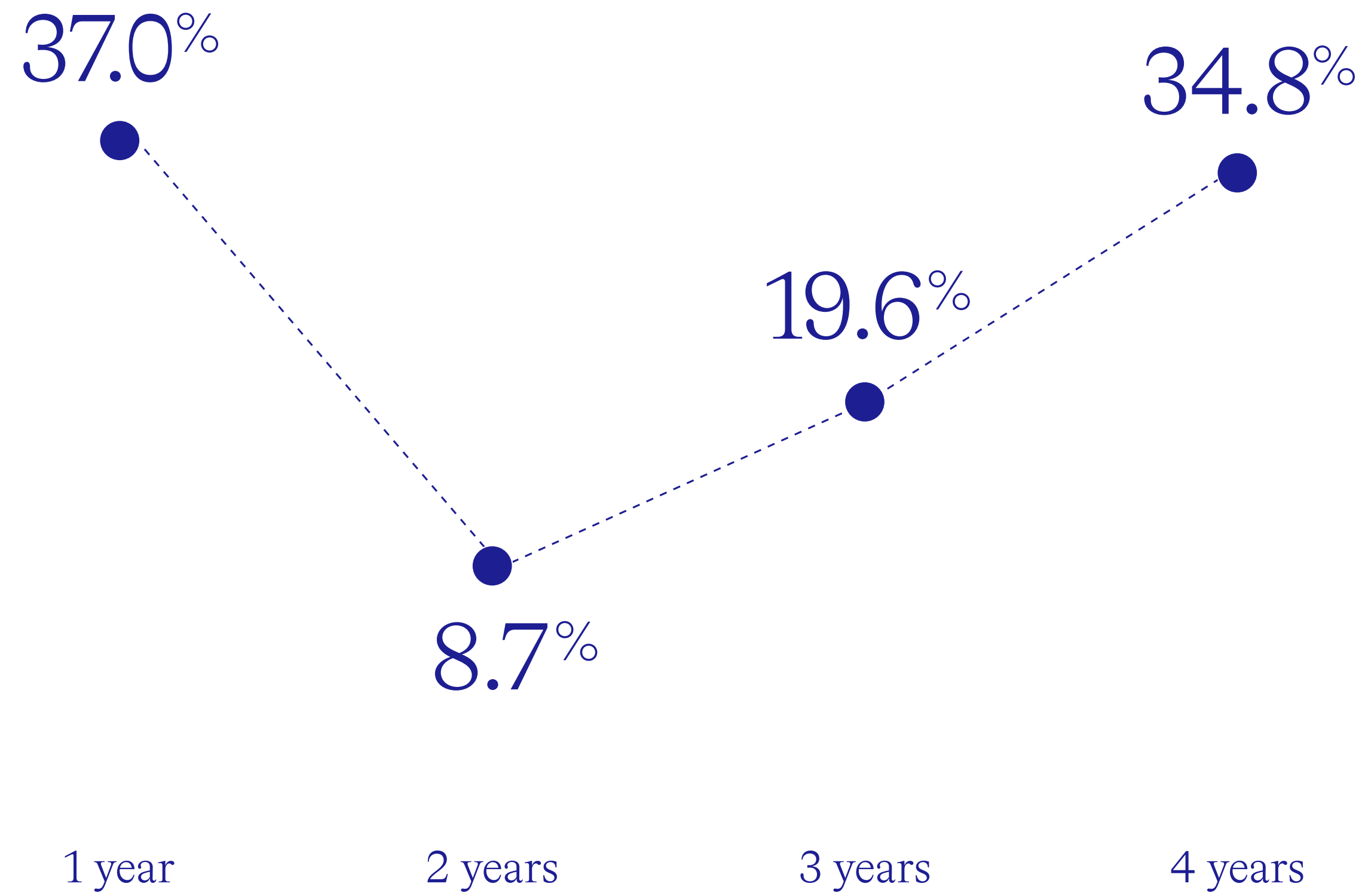
COUNTRY OF ORIGIN



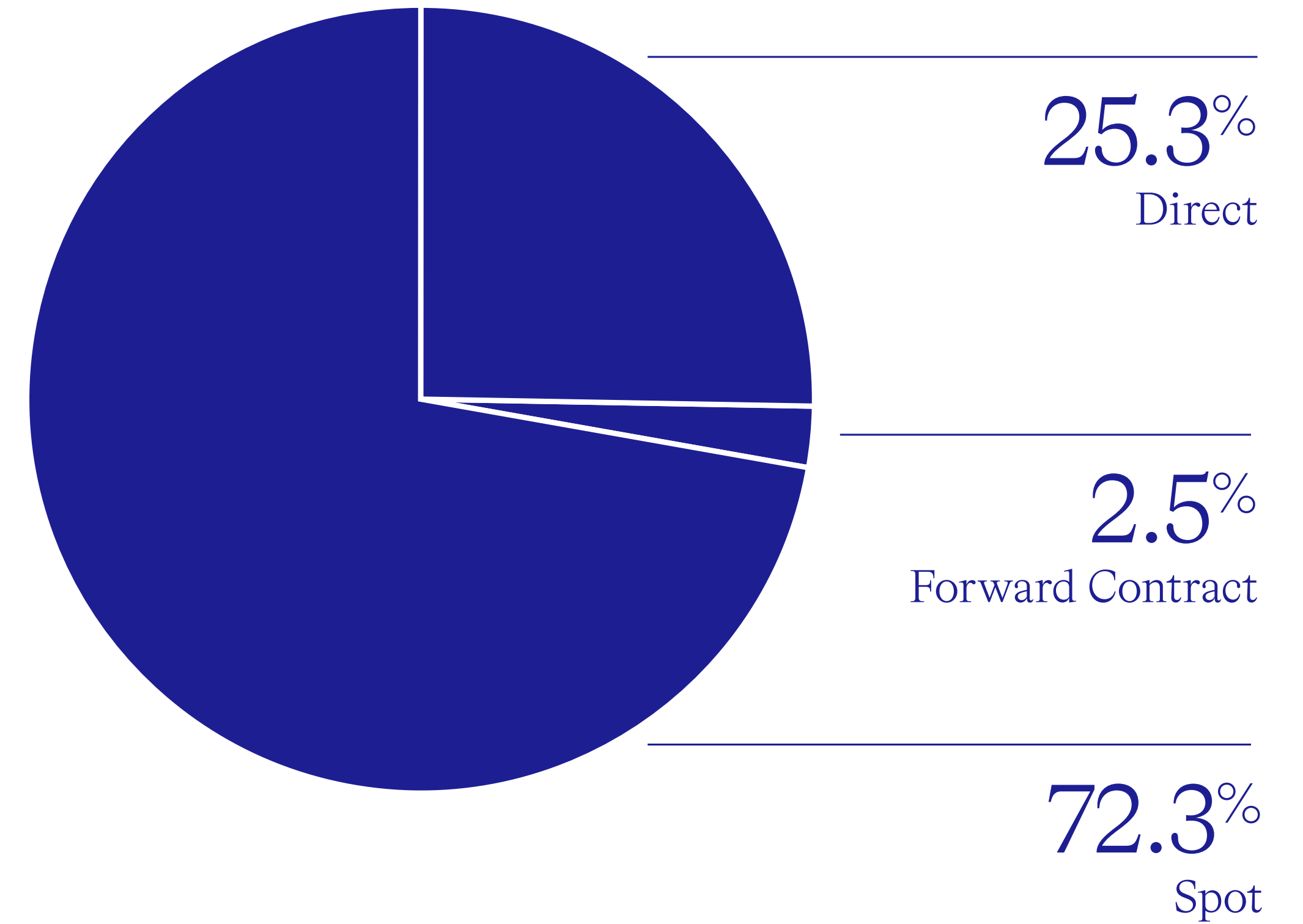
IMPORT PARTNERS



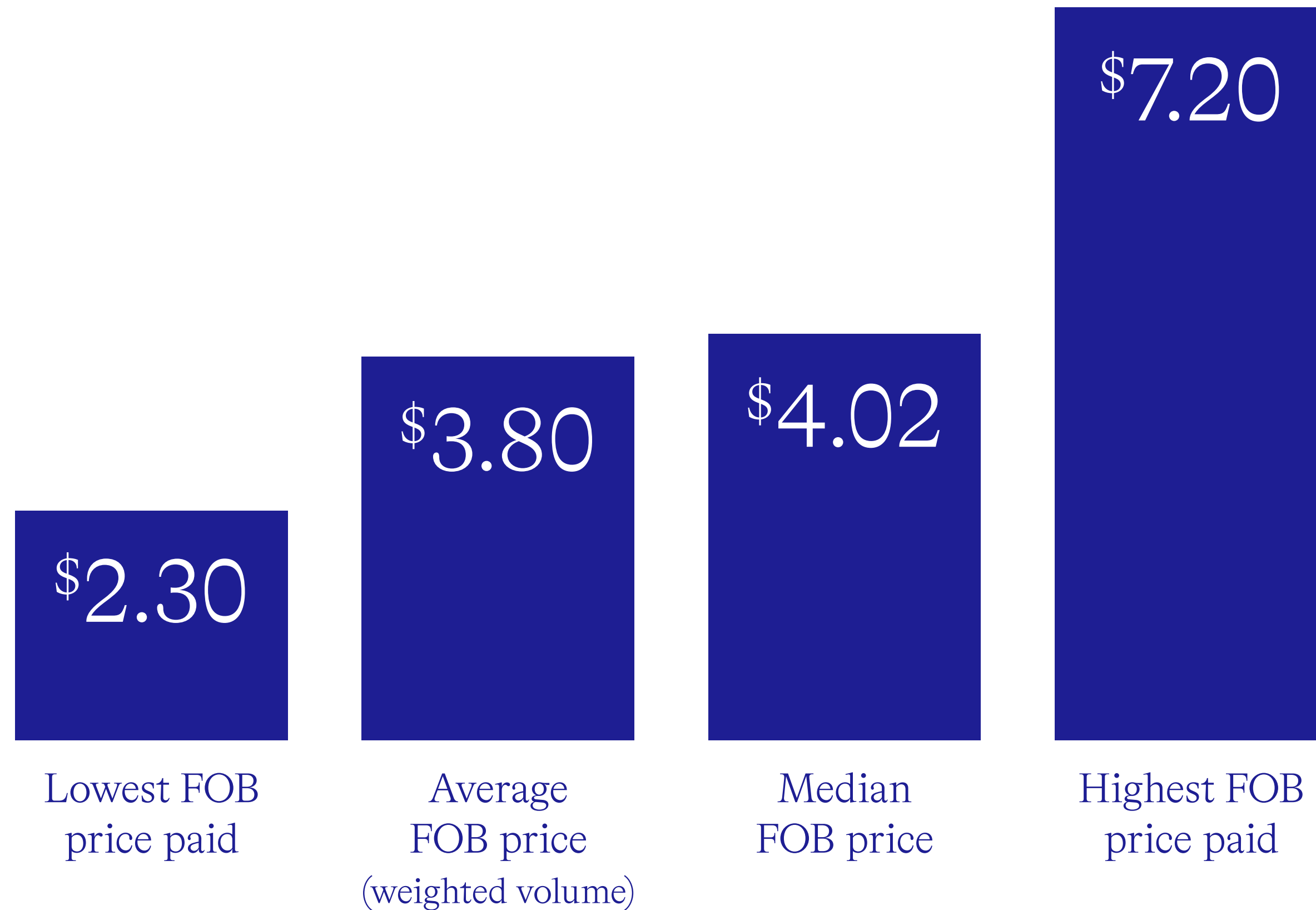
PRODUCER RELATIONSHIPS



BUYING METHOD



PRICE PAID (FOB)



COMPARISON TO LAST YEAR

	2021	2022	Change	%
Lowest price paid	\$2.04	\$2.30	▲ \$0.26	▲ 13%
Highest price paid	\$6.28	\$7.20	▲ \$0.92	▲ 15%
Weighted average paid	\$3.62	\$3.80	▲ \$0.18	▲ 5%
On-going purchase	33%	39%	▲ 6%	▲ 6%
First-time purchase	67%	61%	▼ 6%	▼ 6%
Spot purchases	70%	72%	▲ 2%	▲ 2%
Forward contract purchases	22%	3%	▼ 19%	▼ 19%
Direct purchases	8%	25%	▲ 17%	▲ 17%

BUYING TABLE

Country	Coffee	Region	Process	Total Volume	FOB/Producer (USD/lb)	Importer Partner	Relationship	Type
COLOMBIA	Balboa	Nariño	Washed	1,540 kg	\$3.70 / \$3.30	Cofinet	3 year/s	Spot
	Balboa (2022)	Nariño	Washed	210 kg	\$3.70 / \$3.30	Cofinet	3 year/s	Spot
	Buesaco	Nariño	Washed	1,470 kg	\$3.55 / \$3.20	Cofinet	3 year/s	Spot
	Decaf Caña Huila	Huila	Decaf	210 kg	\$3.25 / Not known	Cafe Imports	1 year/s	Spot
	Decaf Popayan	Cauca	Decaf	140 kg	\$3.65 / \$2.95	Cofinet	1 year/s	Spot
	El Tambo	Cauca	Washed	140 kg	\$2.30 / Not known	Cafe Imports	1 year/s	Spot
	Finca Juan Martin	Cauca	Washed	24 kg	\$7.20 / \$7.20	Cafe Imports	1 year/s	Forward Contract
	Finca Juan Martin	Cauca	Natural	24 kg	\$7.20 / \$7.20	Cafe Imports	1 year/s	Forward Contract
	Finca Las Flores	Huila	Washed	35 kg	\$4.35 / \$3.90	Caravela	1 year/s	Spot
	La Esmeralda	Huila	Washed	245 kg	\$4.10 / \$3.65	Caravela	1 year/s	Spot
	La Piramide AAA	Cauca	Washed	210 kg	\$4.50 / \$2.82	Caravela	1 year/s	Spot
	Popayan	Cauca	Washed	1,050 kg	\$3.15 / Not known	Cafe Imports	2 year/s	Spot
	Tablon de Gomez	Nariño	Washed	595 kg	\$3.66 / \$3.31	Cofinet	4 year/s	Spot
	ETHIOPIA	Buki	Uraga	Washed	120 kg	\$4.02 / Not Known	Cafe Imports	1 year/s
Danse Mormora		Uraga	Washed	660 kg	\$4.02 / Not Known	Cafe Imports	2 year/s	Spot
GUATEMALA	El Mirador	Huehuetenango	Washed	210 kg	\$5.60 / \$3.60	Caravela	1 year/s	Spot
	Finca Los Cipreses	Huehuetenango	Washed	210 kg	\$5.60 / \$3.04	Caravela	1 year/s	Spot
	La Conserva	Huehuetenango	Washed	300 kg	\$5.60 / \$3.54	Caravela	1 year/s	Spot
KENYA	Giakanja PB	Nyeri	Washed	60 kg	\$4.55 / \$4.55	Sucafina	1 year/s	Forward Contract
	Gachatha AA	Nyeri	Washed	150 kg	\$6.50 / Not Known	Condesa	1 year/s	Forward Contract
	Kagumoini AA	Nyeri	Washed	120 kg	\$4.85 / Not Known	Cafe Imports	1 year/s	Spot
	Kainamui PB	Kirinyaga	Washed	90 kg	\$4.95 / Not Known	Cafe Imports	4 year/s	Spot
RWANDA	Bwenda	Nyamagabe	Washed	240 kg	\$3.46 / Not Known	Upstream	1 year/s	Direct
	Kageyo	Ngororero	Washed	240 kg	\$3.46 / Not Known	Upstream	1 year/s	Direct
	Gitesi 361	Karongi	Washed	1,080 kg	\$3.48 / \$3.12	Upstream	4 year/s	Direct
	Gitesi 362	Karongi	Washed	1,080 kg	\$3.48 / \$3.12	Upstream	4 year/s	Direct
				10,453 kg				



GLOSSARY

Direct Purchasing:

The process of directly connecting with a coffee producer or exporter to negotiate the terms of purchasing coffee. The buyer assumes all risks associated with the transaction.

Spot Purchasing:

When an importer buys coffee, brings it to Australia, and then sells it to one or more roasters. The importer bears the risk of the coffee's condition and its sale.

Forward Contract:

An intermediate approach where a buyer works with an importer and their network of producers. The buyer commits to purchasing the coffee before it leaves the origin country.

Relationship:

The number of years a buyer has been purchasing coffee from a specific producer.

F.O.B. (USD/lb):

The 'F.O.B.' price refers to the amount paid to the exporter, representing how much of the purchase price is returned to the country of origin. It doesn't indicate how much reaches the producers themselves.

Producer (USD/lb):

The amount paid to the coffee grower, which can vary depending on factors such as whether the producer is also the exporter or sells different stages of processed coffee. Context is essential for interpreting these numbers accurately.

QUESTIONS, COMMENTS,
OR FEEDBACK? REACH OUT AT
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