



- Our Approach to Ethical Sourcing

We believe that there should be no losers in the coffee chain – especially the farmers and their staff. Without a range of well-managed, sustainable coffee farms to work with, there really is no future in coffee – not for the farmer, the miller, exporters and importers, cuppers, roasters and ultimately the consumer. But whilst it might be seen that the future of coffee lies in the hands of the farmer, here at Falcon Speciality, we recognise that we also have an important role to play. We believe that we must have a positive impact, both socially and environmentally, wherever we work and trade.

To be truly sustainable we must pay fair prices for our coffee, encourage quality improvement to bring about better cup profiles and ultimately better prices, and ensure that land is farmed in a way that respects the environment for future generations.

We firmly believe that one size doesn't fit all. A system of price protection and land management for smallholder farmers in Rwanda might not yield the right results for an estate owner in Nicaragua. We are therefore open to different approaches to achieving sustainability.



We pay outright sustainable prices for all of our coffees – fixed at a level above the cost of production and inclusive of a healthy margin for the farmer. We always pay at least 20% above the cost of production and reward high quality with much higher prices.

If the quality is high enough we will buy Fair Trade coffees. This contributes a social premium to the farm or smallholder cooperative which can be used towards projects which are beneficial to the whole community such as primary schools or medical dispensaries.

As a qualified social auditor with 5 years of auditing experience on coffee farms around the world, Mike Riley is able to visit and audit farms where necessary to ensure they meet our ethical standards.

We are able to offer 'pre-finance' services to coffee farmers by working with organisations such as responsAbility and ROOT capital. This enables farmers to access much needed funds for farm inputs and labour prior to and during the harvest when their costs are at their highest.

How do we do this?

We will utilise our futures book on behalf of the farmer if the market level is favourable for them.

Whilst always seeking out speciality coffees of great quality, we believe in certifications such as Rainforest Alliance, Utz and Fair Trade as they have principles embedded in International Labour Law (ILO) and as such the coffee workers' rights are respected. Such certifications also include environmental standards designed for sustainability of agricultural land and its natural eco systems.

By regularly visiting our suppliers around the world we are able to better understand the problems that they face. This allows us to develop and fund specific projects to enhance social, environmental and quality improvement. Clients are also invited to support such projects.

We support community projects and NGOs that are committed to quality improvement and consequently price improvements for coffee farmers – TechnoServe being one such example.

We encourage creativity and innovation by working with farmers in coffee flavour enhancement experimentation. If farmers can produce honeyed and natural coffees, micro-lots and stand out single varieties then they can add value to the cup and their prices.



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