COFFEE SOURCING AND SUSTAINABILITY ADVISORY

Sourcing and sustainability, run as one program.

Advisory for specialty roasters and coffee companies with origin ambitions. The way coffee is bought, priced and contracted can make the supply chain more resilient, for the roaster and for the producers behind it.

01

Origin program diagnostic

4 TO 6 WEEKS · FIXED FEE

A clear read of your sourcing program and a prioritized 12-month plan to strengthen it. The usual starting point.

- Supplier, pricing and contract review
- Cost breakdown, FOB to roastery
- Sustainability claims review
- Supplier and origin risk review
- Team and supplier interviews
- Report and working session

02

Fractional head of sourcing and sustainability

ABOUT 2 DAYS A WEEK · RETAINER

Senior sourcing leadership for teams that have outgrown ad hoc buying but can't yet justify a full-time director.

- Sourcing strategy and buying plan
- Supplier and contract negotiation
- Origin visits and partnerships
- Sustainability strategy and reporting
- Coaching the buying team
- Monthly report to leadership

Led the $20M direct-trade origin program at Stumptown Coffee Roasters, from about 60 to more than 100 containers a year.

03

Funding design

MODULE OR STAND-ALONE

Structuring the finance behind origin projects, combining roaster budgets, premiums, grants and, where it fits, blended finance.

- Scoping with producer partners
- Who pays for what, and when
- Partner shortlist and concept note
- Outcome indicators

Set up the Stumptown sustainability budget that funded an on-farm biofertilizer plant for 80 smallholders in Peru.

How the three fit together. Most engagements start with the diagnostic. The fractional role carries the plan forward, and funding design sits inside either one or runs on its own.

BACKGROUND

Gabriel Chait, founder and principal

15+ years in specialty coffee across Latin America, East Africa and Southeast Asia, in more than 16 countries. Clients include Verve Coffee Roasters, Sucafina, IDH, EFI, Root Capital, CBI and Five Elephant. Yale MEM · Oxford MBA · Q-Grader · Fulbright fellow. English, Spanish, Portuguese.

START A CONVERSATION

Begin with a 30-minute intro call.

gabriel@poxtec.com
poxtec.com
Lisbon, Portugal