

Company: Caffè Del Duca Limited

Quick Facts

Sector: Agriculture/Agribusiness

Core Business/Subsector: Coffee

Initiative Duration: March 2018 to March 2020

Number of SEs targeted: 1,000 (M500, F500) and 100 Vendors (M50, F50)

Target Counties: Busia and Bungoma

Leadership: Female Owned

Management: Regularly audited financials, tax compliant, valid operating license, > USD 500K in Turnover, > USD 450K in Gross Profit

Business Profile

Caffè Del Duca Limited (CDDL) is a private, for profit company established in 2010. CDDL's core business is the roasting and packaging of coffee for local and export markets mainly in Italy. CDDL's business model is based on sourcing of coffee berries from small entrepreneurs (SEs) in Kenya with some operations in Uganda and Tanzania. The company takes an integrated value chain approach to increase efficiencies right from the farm-level production, through to aggregation, transportation, processing, and marketing activities.

Through its collaboration with MEDA as part of the M-SAWA project, CDDL aims to support 1,000 SEs (M500, F500) and 100 coffee Vendors (M50, F50) in Busia and Bungoma counties to improve the quality and quantity of coffee produced while linking them to end markets. This will be accomplished through supporting farmers to ensure adequate quantities of cherry are supplied as well as sensitizing farmers on good post-harvest practices for enhanced parchment quality, adoption of appropriate technologies, and linking farmers to the end market.



A group of farmers undergoing training on a demo farm owned by a widow Judith in Teso South, Busia County.

Key Commitments

Business: 1) To have adequate quantities of cherry delivered by farmers by increasing coffee farmers' yields; 2) To improve post-harvest operations for increased parchment quality; 3) To improve access to local, regional and international market segments through market linkages and strengthening the capacities of 100 entrepreneurs.

Gender: 1) Work with a gender consultant to design a training programme to guide the gender focal persons (GFPs) at CDDL, including training both men and women on equity leadership, decision making, enterprise development and financial literacy; 2) Set up 5 demo farms and nurseries owned and operated by female farmers (widows) to educate SEs on coffee farming.

Environment: 1) Train 1,000 SEs on protection of water catchment areas; 2) Intercropping of coffee bushes with food crops and tree planting as shade trees for the coffee plantations.

Highlights of Progress to Date (As of 31st December 2018)

- Business** – CDDL has trained 375 farmers (M210, F165) on techniques to improve quantity of cherry delivered in both Busia (M150, F150) and Bungoma (M60, F15) as well as 14 Coffee Vendors (CVs) on book keeping, sanitation and marketing in Busia (M1, F3) and Bungoma (M0, F10). To improve parchment quality, CDDL has distributed a set of technologies (i.e. secateurs, pruning saw, machete and knapsack sprayers) to 25 SEs (M18, F7) to better manage the coffee plant. CDDL has distributed coffee cans to 14 CVs (M1, F13) on a cost share basis. In addition, CDDL has facilitated acquisition of 5 drying tables, benefiting 5 farmer groups totaling 375 SEs (M210, F165) and supported the provision of public health certificates to 14 CVs (M1, F13). To tackle the issue of market access and linkages, CDDL continues to market its coffee through collaborations with county governments and has obtained a US Food and Drug Administration (FDA) permit to access the US market.
- Gender** – 2 GFPs (M1, F1) were appointed to help sensitize on gender matters at the company and farmer levels. MEDA Gender Specialist trained 28 CDDL staff and cooperative officials (M15, F13) on gender equality awareness using a Train the Trainer (TOT) approach. Further CDDL is working with 4 demo farms that are owned by women widows accessible to all SEs in the project for practical trainings. CDDL is in the process of working with a gender consultant to design a training programme to guide the GFPs to train SEs on equity leadership, decision making, enterprise development and financial literacy. In addition, 165 of 375 SEs (44%) reached so far by the project are female.
- Environment** – CDDL has developed various environmentally friendly training modules in areas of soil conservation to prevent soil erosion and adoption of environment friendly techniques, while providing alternative food crops to SEs. A total of 375 SEs (M210, F165) have been sensitized and trained on this key environment activity.