

# COLOMBO COFFEE COMPANY (CCC)

## About Colombo Coffee Company



Colombo Coffee Company (CCC) is the largest local arabica coffee seller to Sri Lanka's Hotel, Restaurant and Café (HORECA) market and the only front-end barista coffee machinery solutions provider in Sri Lanka. Currently, the company markets its coffee under two brands: the flagship Lavazza brand via franchise imports and the Toscana Ceylon brand, produced from locally-sourced, specialty grade, 100% arabica beans. Toscana Ceylon has grown in popularity over the years and has even made it to export markets. As a result, CCC is looking to increase its sourcing of local arabica beans for Toscana Ceylon, to target export markets with competitive volumes and quality. CCC will work with multiple farmer clusters to achieve volume targets for exports, while perfecting the quality of its specialty coffee.



## Market Constraints

Sri Lanka's coffee sector faces challenges relating to both the quantity and the quality of specialty-grade coffee green beans. Coffee farmers experience produce losses during harvesting as well as in the post-harvest stage, due to a lack of information around best practices at farmgate and processor levels. As a result, production volumes are low and quality is affected, hindering the growth of the industry. MDF is seeking to address these constraints and thereby improve incomes of coffee farmers.

## Intervention

-  Establish cherry purchasing system
-  Improve processing methods and techniques
-  Access to information on good agricultural practices

MDF will support CCC to connect directly to more local smallholder coffee farmers, enabling them to procure high-quality coffee for export. MDF will also work with CCC to disseminate knowledge on specialty coffee processing techniques and selective picking to CCC's new and existing farmer clusters. The improved access to information will enable farmers to use better harvesting techniques and sell good-quality cherries to processing centres, where staff, trained with MDF support, will process the cherries according to specialty coffee quality standards for CCC to purchase. The support will help to provide a steady source of higher income for local coffee farmers, most of whom are women.

