



## EurepGAP and Smallholder Production in Kenya

Since 2003, when it became clear that food retailers would eventually be setting deadlines, there has been an intensive public-private sector initiative to educate and train the 50,000+ growers supplying the Kenyan fresh produce export industry towards EurepGAP compliance. The private sector, Government and donors have played a significant part in funding this initiative. Two years later it is clear that many growers have already complied and that many more will do so in the near future. Rather than a threat to their livelihoods, the new standards are actually enabling Kenya to increase its production efficiencies, and for small-scale growers to increase their incomes. A summary of the achievements of one small-scale grower is given below.



**The Grower:** Janet Kajuju

**Location:** Timau – Meru District

**Farm size:** 5.0 acres

**Crops:** Snow peas, sugar snaps, garden peas, potatoes, carrots, onions

**The Customer:** East African Growers Ltd (EAG)

**Services provided:** Certified hybrid seeds; technical assistance (seed selection, planting program, harvest and post harvest handling); transportation of produce from farm; packaging materials.

### The History

2003 – Heard about EurepGAP through press and extension services

January 2004 - first direct contact and learning through neighboring farmer growing for Homegrown

November 2004 - Training and implementation started by EAG /HDC agronomists

April 2005 – pre-audit carried by EAG agronomist

May 2005 – successful external audit, certification achieved

### The Costs

#### Farmer's Investments

- |                    |                         |
|--------------------|-------------------------|
| • Charcoal cooler: | KSh20,250               |
| • Grading shed:    | KSh19,450               |
| • Chemical store:  | <u>KSh18,000</u>        |
| • <b>Total</b>     | <b>Ksh57,700 (€641)</b> |

#### Other costs: Paid by exporter and HDC

- |                                      |                            |
|--------------------------------------|----------------------------|
| ▪ Certification                      | Ksh94,540                  |
| ▪ QA Manual                          | Ksh 6,000                  |
| ▪ Pre-audits and implementation cost | Ksh61,675                  |
| ▪ Analysis (water, MRL, soil)        | Ksh45,000                  |
| ▪ Needs assessment                   | KSh32,000                  |
| ▪ <b>Total</b>                       | <b>KSh239,215 (€2,658)</b> |

### The Challenges

Costs of infrastructure and certification

Record keeping  
Misleading information in the press  
Neighbours who could not understand GAP

### The Benefits

Marketing Contract with EAG, providing more secure market for produce throughout the year  
Stable market prices  
Higher income (see below)  
Up to 40% savings realized on pesticide usage and costs  
Increased area under export and local market vegetables( from 2to 5 acres)  
Improved hygiene for the farm family, workers and neighbours  
Record keeping in all farm operations  
Employing more people from the local community - currently 5 permanent (3 women,2 men) and up to 13 casual workers(all women) during peak periods  
Improved quality of produce, both for the local and export markets

### Income

Average production - 550 kgs/week of peas and sugar snaps	
Gross earnings per month 2005	KSh 99,000
Estimated gross income year 2005	Ksh792,000
Gross income Year 2004	Ksh316,800
Increase in gross income 2004 – 2005	Ksh475,200
Net earnings 2005 - production cost accounts for 60%)	sh316,800
Net earnings 2004	Ksh126,720
<b>Increased income post-EurepGAP</b>	<b>Sh190,080 (€1,112)</b>

### Conclusions

Cost of certification should be recovered in the first year for a five-acre farmer such as Janet Kajuju. With increased earnings and the security of a marketing agreement, maintenance and re-certification costs will manageable in future years. Although some very small-scale growers may not obtain certification, Janet can provide new employment to neighbours, most of whom are women. Farm management has improved and become more efficient and safe. Janet has a real opportunity to increase her net income in future, and like many farmers, paying for their children's education is a priority ...“money for school fees for my daughter Bidii is the first thing I need to get money for”.

