

UPDATE ON KENYAN HORTICULTURE

“Keeping Smallholders in Business”

The KHDP is a USAID-funded program, managed by the agribusiness firm Fintrac Inc. Our mission is to increase and sustain smallholder sales and incomes through crop diversification, improvements in production and postharvest technologies, and market linkages.

- ***KEPHIS AC Laboratory receives SANAS accreditation***
- ***EU sets aside €1.2 million for SPS infrastructure in Kenya***
- ***IFAD Smallholder Horticulture Marketing Programme mission meets stakeholders***
- ***KHDP scoops 2nd price at FPEAK’s Nyahururu Hortifair***

We join the rest of the industry in warmly congratulating KEPHIS on having its Analytical Chemistry Laboratory (ACL) accredited to the ISO/IEC 17025 standard by SANAS (South African National Accreditation System). Yet again KEPHIS shows that we are in the front line of exporting countries meeting EU and global trade requirements. Various activities and events set the busy tone for Kenyan horticulture in May; with stakeholders participating in several regional events and more international visitors. USAID has funded a new initiative in Ethiopia, the USAID/Market-led Livelihoods for Vulnerable Populations (MLVP) program to improve development initiatives in the arena of smallholder farmers and rural access to markets. A team from the MLVP met with KHDP-assisted group Mbari Ya Mboce to view production systems for passion fruit and other horticultural crops, and share experiences in group dynamics and “farming as a business.”

KHDP is managed for USAID by the agribusiness firm Fintrac Inc. We were pleased to receive Fintrac President Claire Starkey this month, and take her to various KHDP field sites in Central Kenya to meet with growers. Claire was especially impressed by the increased diversity in Kenyan horticulture, both for export and local markets, and with KHDP promotion of horticulture for food security, targeting crops such as yellow-fleshed sweet potato and butternut squash.

The third very successful FPEAK regional Hortifair was held in Nyahururu and was officially opened by the Minister of Agriculture, Hon. Kipruto Arap Kirwa. KHDP participated once more and we were pleased when our stand was declared 1st runners up. Our thanks go to all our team and partners who contributed to the success.

We are continuously working to make the *Update* format as interesting to readers as possible. If there are things you would like changed or included every month, please get in touch with our Editor Anne Wangalachi. *Steve New Director, KHDP.*



FPEAK’s Chairman Hasit Shah and his KFC counterpart Erastus Mureithi share a light moment with KHDP Director Steve New during the Hortifair.

Horticultural Development Program

National Taskforce on Horticulture

KEPHIS submitted a proposal on "Horticultural produce phytosanitary certification and quality assurance" to the EU, which has received funding. The focus of the proposal will be capacity building to meet challenges related to EU market requirements. The proposed project is scheduled to end in 2008. Meanwhile, Mr. J.J. Gichuki presented a preliminary summary gap analysis report of diagnostic study for the **EU regulation 882/2004** to the Chairman of the Taskforce. Highlights from the study will be featured next month.

For more details on the work of the Taskforce, contact the MD, KEPHIS through: kephis@nbnet.co.ke

Local Market Fruits and Vegetables

With the recent onset of the rains, in certain parts of the country, the demand for technical assistance has been great with KHDP and partner agronomists striving to meet it. Transplanted cabbages, tomatoes, indigenous vegetables and spinach are thriving, with those under greenhouse production doing particularly well. Over the past two years KHDP and partners have completed 102 demonstrations of local market vegetables. From these we have compiled comprehensive cost of production and yield data for some of the key vegetables. With hybrid varieties and proper agronomy, a grower can expect 73.2 tons/ha of cabbage, 37.2 tons/ha of tomato and 10.1 tons/ha of onion. Growers who have invested in good quality planting material and proper technologies agree that the returns are great. Additionally, growers on the coast have responded enthusiastically to the ongoing introduction of African leafy vegetables (ALVs), orange-fleshed sweet potato (OFSP) and butternut squash. These crops are fast gaining ground for their high local and export market potential and food security contribution.

In preparation for the proposed joint IFAD/GOK Smallholder Horticultural Marketing Programme, Tom Morrison, Tom Anyonge, Oscar Damen and Mohamed Sirelkhatim, of IFAD met with key industry officials. They received valuable feedback from both the private and public sectors which will be incorporated in the design. The programme will run for 7 years from mid-2007.



Fintrac President Claire Starkey weeding orange fleshed sweet potato at Rodah Kibuchi's farm.

Chilli Products

The African birds eye (ABE) chilli harvest is on, with Western Kenya in the lead. Growers in Busia and Bungoma supplied 393 kg of dried ABE worth KSh 39, 300 to Mace Foods of Eldoret, who reported increased deliveries from different sites. Other farmers are getting into production and transplanting of ABE has been on-going in both western and coastal regions. Moi University will begin trials on ABE seed improvement next month. In the meantime, 1 ton of dried cayenne was also delivered, fetching KSh 50, 000, with the transplanted crop thriving in the cooler regions of Kericho, Keiyo and Bungoma. Equator Products also reported increased deliveries from their growers in Eastern Province.

Vanilla and Spices

As part of the commercialization programme for vanilla, farmers in western and Rift Valley regions were trained on the production of banana. Banana provides essential shade and mulching materials for vanilla and generates income as the growers wait for the vanilla to mature. Vanilla trials on farms in western and coastal areas are responding well to the rains. Trials of the newly introduced chamomile are encouraging, with transplanting having continued in May from two nurseries in Busia.

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Passion Fruit

Kenyan passion fruit growers had many reasons to smile in May as they received the highest price this year, with a kilo going for more than KSh 40 in some areas. This was fuelled by increased demand for the fruit, not just locally but regionally as well. In fact, the local and regional demand of fresh fruit for processing is currently unmet. This has had a ripple effect, with new growers encouraged by this market potential venturing into production, and with commercial nurseries striving to fulfill the new demand for quality passion fruit seedlings. The KHDP-KARI initiative to provide top quality plants is having immediate impact. In Eldoret, KHDP began collaboration with AMPATH (Academic Model for the Prevention and Treatment of HIV/AIDS), a joint initiative of Indiana (US) and Moi Universities, working to promote and assist farmers manage commercial passion fruit production.

Tree Crops

As part of the Cashew Productivity Enhancement Program, the Cashew Technical Committee organized a colourful Cashew Tree Planting Day on May 19th, in Ganze, Kilifi District. The Coast Provincial Crops Officer, Mr Wanjala was the chief guest. In his remarks, he commended the various stakeholders for their efforts in reviving the industry and sensitized farmers on the need to plant the latest improved varieties from KARI-Mtwapa. Also represented were the MOA, KARI-Mtwapa, processors, input suppliers and donor projects. The cashew seedlings were donated by: KARI-Mtwapa, Action Aid, DANIDA, KHDP and Kenya Nut Company.

A CDA/KHDP commissioned study on "Market Assessment of the Cashew Nut Sub-sector" conducted by Farm Concern has confirmed the tremendous potential of the local market as well as opportunities available for cottage processors to increase their income.



Left: With the onset of the rains farmers are enjoying bumper harvest of kales and other vegetables.

Right: Greenhouse tomato production is catching on fast with Kenyan smallholders

From the study, the domestic market absorbs 314 tons annually, with a KSh 305.4 million (USD 4.07 million) retail value. The processors earn KSh183 million (USD2.43 million). The market outlets were profiled as supermarkets, informal & other markets, hotel & restaurant, airlines and convenient stores,

with the first two having the greatest market share. Among the processors, cottage processors currently earn 17 % of the processors income, from 33% of the volume; with the corresponding values for medium scale processors at 54% and 40%. Indications are that with proper outsourcing of BDS, better negotiation with value chain players and improved efficiency of processing, cottage

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processors stand to gain from better returns. KHDP will be working with other partners to facilitate this.

Smallholder Flowers

In May, a delegation from the Uganda Flower Exporters Association visited several summer flower producing areas to exchange views and learn from their Kenyan counterparts. The group interacted with growers affiliated to KHDP partners Simeth Investments and PJ Flowers and were impressed by the professional production of various outdoor flower varieties, including: crocosmia, ornithogalum and arabicum.

In central region KHDP-assisted growers Githunguri Self-help Group commercialized their outdoor flower production and generated new income of KSh 222,900, between February and May. They supplied zinnia, mobydick, gerbera, grevelia, sunbow and cypress to Sixties Ltd (exporter) and to Rosavie (processor).

EUREPGAP

Industry efforts to achieve increased market standard compliance and certification of Kenyan growers are on-going with donors, exporters and input suppliers working to build grower capacity.

Early this month, the European Commission (EC) held a training workshop for African National Plant Protection Organizations in Brussels to explain the EU import requirements. Kenya was represented by FPEAK and KEPHIS. The main objective was to explain the meaning of the various EU directives and their implications to exporting countries. The EU recognizes that inadequate national quality infrastructure coupled with lack of trade facilitation by government agencies are major challenges for traders in African countries. As such, it has set aside €30 million to strengthen the Sanitary and Phytosanitary (SPS) infrastructure in African, Caribbean and Pacific countries, with an amount of at least €1.2 immediately available for Kenya. The European Commission is also considering extending the PIP program up to 2010.



Left: Mr and Mrs Cheboi are very happy KHDP-assisted passion fruit growers.

Right: Zinnia production in Central Kenya is thriving!

Industry News & Views

KEPHIS

The KEPHIS Analytical Chemistry Laboratory was accredited to the ISO/IEC 17025 by SANAS on May 5th, 2006. This is certainly good news for Kenyan agricultural trade since it gives greater assurance

that tests conducted by KEPHIS are internationally recognized. This type of public sector service provision also reinforces Kenya's status as one of the top global traders in horticultural crops and products.

For more details contact the MD, KEPHIS through: kephis@nbnnet.co.ke

Horticultural Development Program

FPEAK

The FPEAK regional hortifairs have continuously grown in strength, reputation and influence. The Nyahururu event, held this month, brought together 32 exhibitors and other stakeholders who interacted with more than 3, 000 growers and other visitors. There was also an opportunity for input suppliers to generate new sales. The Kenya Seed Company, KHDP and Hygrotech were voted as having the best 3 stands.

In response to rising demand, FPEAK have organized the next one to be held in Machakos in August. Interested participants are encouraged to register with FPEAK.

The FPEAK Annual General Meeting was held on May 3rd, 2006. Over 50 members attended and Hasit Shah was re-elected as the Chairman.

For more details, please contact info@fpeak.org

HCDA

HCDA undertook market surveys in May under the GOK/IFAD Eastern Province Horticulture and Traditional food Crops project. The objectives of the surveys were to strengthen the capacity of the farmers to analyze the markets; to facilitate farmer/buyer linkages; and to identify direct market outlets for farmers produce. Surveys were conducted for irrigation schemes in 7 areas. The markets targeted were Isiolo, Kanui, Embu, Matuu, Mwingi, Kutui and Mutomo. Findings will be made available next month.

In another example of public-private collaboration, HCDA is undertaking joint demonstrations on new crops varieties, products and production technologies with input supply partners. This is to enhance its national extension service delivery. Farmers will receive technical assistance in crop management skills, to optimize horticultural production potential in terms of quality and quantity. Training in marketing will also be included. Already, input suppliers have responded positively.

To participate in this and other HCDA activities, please contact, the MD hcdamd@wananchi.com



Ugandan flower growers when they visited various Kenyan farms.

Looking for good quality grafted fruit seedlings of passion fruit, mango, avocado and pawpaw? Please contact KHDP partners Dawnblooms Nursery and Mbari Ya Mboce Self-help Group, through

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