

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.

- ***Sicily Kariuki is new Kenya Tea Board MD***
- ***Passion fruit IPM-CRSP workshop held in KARI***
- ***MOA-KHDP hold an agricultural data workshop***

Our warm congratulations go to Sicily Kariuki, the outgoing FPEAK CEO on her appointment to head the Tea Board of Kenya. We are proud to have partnered with her in ‘making Kenyan horticulture the global choice,’ and are confident she will repeat the success in the tea sub-sector. The 2005/06 export “season” ended in June with European supplies of fresh produce and flowers flooding into the market to replace winter imports. Although overall export volumes have increased slightly again this year, the talk at the various meetings and workshops has been more of survival than success. High freight rates, a strong shilling and increasing costs are squeezing margins at all stages of the

production and marketing chain. Much work will be needed over the coming year from all stakeholders to find ways of reducing costs and maintaining Kenya's competitive advantages built up over many years. Strong public-private cooperation will be needed to develop and implement strategies required to maintain and increase incomes for many thousands of small-scale growers and employees in the industry. This month we welcomed new faces at KHDP. **Ben Kiragu** - Business Development Manager; **Jane Ligawa**-Senior Agronomist (Floriculture); **Julius Maithya** - Market Analyst; **Selina Natecho** - Accounts Assistant and **George Okundi** - Agronomist (Nyanza). 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.*



Sicily Kariuki - outgoing FPEAK CEO and new Tea Board of Kenya MD

National Taskforce on Horticulture

As a follow up to the EU approval of the KEPHIS proposal on “Horticultural Produce Phytosanitary

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Certification and Quality Assurance”, the EU proposed that it be developed into a working document with a consultant’s input. In line with this KEPHIS has already prepared and sent to the EU the consultant’s Terms of Reference.

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

Local Market Fruits and Vegetables

Butternut production in the Western and Nyanza regions is encouraging and growers have reported record yields of the crop. Cultivation of African leafy vegetables (ALVs) and orange-fleshed sweet potato (OFSP) has truly caught on at the Coast with growers unanimous that these form excellent intercrops with various perennials. Various field days were held in June by KHDP and partners. More



ABE growers at the Coast, in Western and Nyanza regions are recording high yields and increased sales

than 2,000 growers keen to take advantage of current rains and demonstrated market potential participated and expressed great interest in hybrid varieties of various local vegetables and fruits, as well as crop management practices. Technical assistance given included land preparation, drip irrigation, soil conservation, in-field drainage and pest & disease control. Farmers are tending their nurseries of spinach, sweet pepper, tomato, cabbage and onion in readiness for transplanting next month. Several growers too, were linked directly to buyers during the field days.

Chilli Products

Growers of African birds eye (ABE) chilli at the Coast are quite happy with their bumper harvest. Following the recent rains and technical assistance provided by KHDP, the ABE produced was of excellent quality with good colour and weight and is bound to fetch good prices. In June growers from Western and Nyanza delivered a total of 3, 663 kgs of ABE to Mace Foods, with the company being able to ship a 7.5 ton container load for the first time. For Long Cayenne 3,744 kgs of long Cayenne, valued at KSh 187 200, were collected from farmers.

Vanilla and Spices

Vanilla farmers countrywide are responding well to training and are establishing mulching and composting material systems, to provide optimal substrates for the crop. Interest in chamomile in Western and Nyanza remains high with transplanting having continued in June.

Passion Fruit

Both demand and good market prices (of KSh 40 per kg) for fresh passion fruit were sustained in June. KHDP-assisted farmers received visits from growers from different parts of the country who have been encouraged by their success. In efforts to meet projected demand, farmers countrywide continued transplanting and managing already established orchards. Demand for training too, was high with the areas covered including: pest and

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disease management, proper pruning, fertilizer application and farm records. The joint AMPATH-KHDP initiative has enabled 39 farmers to transplant between 50 and 1000 seedlings of passion fruits.

Tree Crops

The Cashew Technical Committee organized a meeting for the key stakeholders to take stock of progress and to strategize for the next phase of the Cashew Productivity Enhancement Program. Building on the success of first phase, the second will target 90 groups in 4 districts (Kilifi, Malindi, Kwale and Lamu). In a joint initiative, KHDP and Bayer will equip professional technical teams with pruning and spraying equipment and one team will be assigned to each group. A modest fee of KSh 300 per tree will cater for pruning and three rounds of spraying for control of powdery mildew disease. To pay for this service, credit will be advanced by

the K-Rep Bank. Growers in turn have entered into a marketing agreement with processors who will then use a proportion of the sales to service the loans.

Although this was not the best harvesting season, we were encouraged by results from the joint Tana River mango postharvest management initiative. With reduced wastage of produce, KHDP-assisted growers managed to deliver 150 tons (21 truckloads) of good quality mango to processors on the Coast during the recent harvest season (April - June). However, the heavy rains and the bad state of the roads remain a constraint, especially during the harvest season. The uptake of moringa both at the Coast and in Western /Nyanza is encouraging with increased planting.

Separately, Technoserve highlighted the investment opportunities available in the fruit industry at a workshop themed "Stimulating Growth in Kenya's Fruit Sub-sector."



Left: Ben Kiragu brings over 14 years' experience in private sector marketing and business development



Right: Jane Ligawa has accumulated diverse experience in leading floricultural firms both local and international

Smallholder Flowers

In June, KHDP Senior Agronomist Jane Ligawa met with our various partners comprising exporters, their affiliated growers, technical institutions, government agencies and grower associations. The exporters are Simeth Investments, PJ Flowers, Rosavie, K-Net, Wilmar Agro, Zedgee, Pemiculture

Afriq, Suera, Intergreen and Highlands Blooms, representing about 200 grower groups. KARI-Thika, JKUAT, HCDA, KEPHIS, MOA, EPC, FPEAK and KFC make up the rest. The outdoor flower varieties that will be developed include crocosmia, ornithogalum and arabicum, statice, carthamus, ammi visnaga eryngium, craspedia, alstroemeria, zantedeschia and limonium 'white'. KHDP will jointly undertake

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these initiatives to begin with: export market linkages; provision of improved planting material; product diversification; drip irrigation development and improving postharvest management capacity.

EUREPGAP/ SPS

KHDP joined other public and private stakeholders at a KARI meeting to discuss the constraints to the Kenyan passion fruit industry while identifying researchable interventions. Additionally, the participants were to identify the research team. This is part of KARI's IPM-CRSP. KHDP gave a presentation on its activities on passion fruit so far. It was agreed that documenting all the work done

so far by various players; addressing postharvest losses and enhancing information sharing would be a good immediate step. Developing pest diagnostic tools and pest/viral mapping were also required. KARI was requested to sensitize MOA staff on technical training and to coordinate the follow up activities on the research forum in Kenya. The program results are to be shared in the three East African states. Business Services Market Development Project (BSMDP) has been a major contributor to the national EurepGAP compliance initiative. In June, BSMDP held a workshop for public-private export horticulture stakeholders in Nairobi to prioritize its areas of intervention in line with current trends.



Left: KHDP's Timothy Mwangi demonstrating pest scouting to a mango grower

Right: Peter Ruhi, a KHDP-assisted grower has enjoyed a bumper kale harvest thanks to good crop management

Industry News & Views

FPEAK

The FPEAK Board, members and staff joined the rest of the industry in heartily congratulating their outgoing CEO Sicily Kariuki on her well-deserved appointment as MD of the Tea Board of Kenya. The FPEAK family is proud of her spirited effort has tremendously helped shape and build the image of FPEAK and the industry as whole. The Board is busy searching for a replacement.

Meanwhile, preparations for August's Machakos Hortifair are in top gear. Booking for the event and participation has already commenced. Exhibitors wishing to book their stands are to register with FPEAK before to 31st July 2006.

Following the hugely successful Fruit Logistica 2006, FPEAK is already coordinating preparations for next year's event and held the second planning meeting in June. All interested stakeholders are invited to sign up by 20th July to facilitate the arrangements.

For more details, please contact info@fpeak.org

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HCDA

HCDA organized a 2-day workshop themed **“Promoting Horticultural Productivity in the South Rift for the Local and Export Markets”** in Narok Town, Rift Valley. About 60 public-private sector stakeholders were brought together to identify the horticultural potential in the area; develop market linkages and share experiences. KHDP Director Steve New gave a presentation on “Increasing smallholder incomes from Horticultural crops and products.” Other presentations were made by HCDA, Agricultural Finance Corporation (AFC), KARI, KEPHIS, MOA HCDA, exporters and processors and set the tone for the workshop. Tomato, cabbage, mango, citrus fruits were identified as worth being developed. Other key outputs of the workshop were: identification of market outlets and introduction of new buyers for horticultural produce. Additionally more demand was created for HCDA services. AFC highlighted the financing options available for horticulture.

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



A farm worker demonstrating proper use of personal protective equipment in GAP

MOA

The MOA, jointly with KHDP organized a day's workshop on “Improving the Quality of Horticultural Data and Information” in Nairobi. The event brought together more than 30 participants to

explore means of improving the quality of data and information generated and disseminated by the industry. Represented were the MOA, HCDA, KEPHIS, Export Promotion Council (EPC), Central Bureau of Statistics (CBS), USAID, KHDP and industry consultants. The discussions centred around presentations that included those on problem areas in production and trade data collection, by consultant Stanley Karuga and KHDP's Martin Mulandi. The participants were unanimous that improvements in data analysis and collection skills; timely information dissemination; and accurate capture of cross-border trade data would be a good initial step. It was also proposed that 'rationalization' of the past three years be done as a priority. It was agreed that a technical committee representing the key organizations be formed to provide technical support and oversee implementation of the priority actions.

HCDA have developed excellent technical bulletins for key export crops, each retailing at KSh 100.

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