



# UPDATE ON KENYAN HORTICULTURE

*Brought to you by the Kenya Horticultural Development Program (KHDP) — a USAID-funded project to increase incomes through smallholder production and employment in the horticulture industry. KHDP works with public and private sector agencies to provide technical and marketing assistance to growers throughout Kenya. KHDP's main agribusiness partners include grower associations, input suppliers, processors, exporters, research institutions and trade associations.*

- **KHDP Manager, Beatrice Gambo, addresses UN Women's conference**
- **KFC wins top Africa Investment Award**
- **US Trade Commission meets leading agribusiness companies in Nairobi**
- **KHDP survey shows EurepGAP benefits for smallholders**
- **Body Shop visits Kenyan growers**

In this issue of the Update we give special mention to the achievements made by our female partners, and colleagues. First, congratulations to KHDP Coast manager Beatrice Gambo for being invited to address the Nairobi +21 Conference: Commemorating the 3<sup>rd</sup> UN Conference on Women. We also applaud the Kenya Flower Council, headed by Jane Ngige, on winning the Africa Investment Smart Regulation Award. Following successful deliveries of passion fruit seed oil from Earthoil, working with Catherine Nyagah of Kasarani Fresh, Body Shop sent their Community Trade Manager to discuss the expansion of their business with Kenyan smallholders. Body Shop, is one of the world's leading suppliers of beauty products with a reputation for ethical trading. These are just a few examples of the women growers, processors, managers and investors who are expanding and pioneering the development of many horticultural crops and products. Overall, 2006 has been a good year for the industry and we at KHDP would like to wish all our partners, clients and readers an enjoyable holiday season and a prosperous New Year 2007.

The KHDP is always trying to make *Update* as interesting and informative as possible. Please contact please contact us directly with comments and suggestions at [anne@fintrac.com](mailto:anne@fintrac.com) — Anne Wangalachi

## **National Task Force on Horticulture**

The Task Force convened special meetings to discuss the Draft HCDA Order 2006 in November. The Draft Order synthesizes 5 existing HCDA Legal Notices

## **Changing ways**



Will these Samburu women, of Lohore Horticultural and Re-afforestation group, supplement their pastoralism with horticulture? With technical assistance from KHDP they are currently planning to grow enough vegetables for their families and to sell in the nearby markets.

dealing with issues on: Imposition of Fees and Charges; Imposition of Levy; as well as Export Licenses and Fruit Tree Nurseries. Members deliberated on key recommendations in the Draft Order. Substituting licenses with registration; inclusion of all stakeholders' concerns and expanding the nurseries to also cover vegetables and flowers has been proposed as key in harmonizing government policy and industry needs. For more details on the work of the Task Force, contact the MD, KEPHIS through [kephis@nbnnet.co.ke](mailto:kephis@nbnnet.co.ke)

## **Local Market Fruit and Vegetables**

Rains have been quite heavy, resulting in considerable field crop losses in certain parts of the country. This demonstrated the benefits of well-timed production and investments in greenhouse technology, which we are promoting nationally. In some areas only greenhouse grown tomatoes were available, after the field crop was destroyed, causing prices to shoot up. Although considerable amounts of pineapple and watermelon consumed in Kenya are sourced from neighboring Uganda, Homa Bay is fast becoming an alternative origin. Thanks to proper timing and management, growers were able to record bumper harvests ahead of the recent rains. Through KHDP and partner Farm Concern, three growers groups were linked to a Nairobi buyer who collected 34 tonnes of watermelon and 6 tonnes of pineapple. The growers were from Ogwedhi, Ngura Rangwena and CELOFA (Central Lowlands Farmers Association) and earned close to KSh 755,000 (US \$ 10,067).



### Chilli Products

As expected, the rains enhanced African Bird's Eye chilli production, despite providing a challenge in drying of the crop. To overcome this, growers were shown how to dry the ABE chilli on mats placed on simple raised stands. In November and December, growers in Western, Nyanza and Rift Valley delivered more than 3.9 tonnes to Mace Foods. Interest in fresh chilli too remains high as growers strive to meet demand. As part of their ongoing trials on varietal selection for ABE chilli, researchers from Moi University visited the KHDP sites at the Coast and were greatly impressed with the crop. They also collected germ plasm. In December a Mace Foods/KHDP team conducted a field assessment of extension service provision for ABE production, to review progress made and challenges faced.

### Vanilla and Spices

Vanilla development initiatives in Nyanza received a boost with the launch of the KHDP-Vanilla and Jatropha Development Fund (VJDF) partnership, during a successful 3-day trainer of trainers workshop held in Kisumu. Stakeholders, including the Ministry of Agriculture (MOA), Kenya Forestry Research Institute (KEFRI), Lake Basin Development Authority (LBDA) and the private sector were brought on board. Already VJDF has established a Jatropha nursery while vanilla vines were moved from Jomo Kenyatta University to a holding nursery in Kisumu.

### Passion Fruit

Sustained interest in passion fruit production saw growers at the Coast transplanting more than 19,000 vines in November alone. They are concentrating on yellow types for juice processing. Elsewhere, technical assistance is being provided in various aspects of establishment and management of nurseries by KARI-Thika. KHDP-assisted farmers in Rift Valley received 121 visitors from Nandi, Koibatek and Bungoma areas keen to replicate the success in passion fruit production on their own farms. Buoyed by unprecedented demand for fresh passion fruit from local processors, brokers, exporters and Ugandan buyers, prices for Grade 1 fruit reached an all-year high of KSh 65/kg. One Acre Fund, a key collaborator in Western region has received the go-ahead to submit a full proposal to the Bill and Melinda Gates Foundation – a first in Kenya for the foundation. One Acre Fund was one of only 47 out of 1,300 initial projects invited.

### Tree Crops

In November we reviewed our pilot project at the Coast on capacity building of cashew women cottage processors. Supported by USAID, the project began in July and was run jointly with the Coast Development Authority through Farm Concern. Through the initiative the processors were trained in aspects of quality management throughout the value chain. In the three

### Leading ladies



Lydia Gitonga, a grower from Kibirigwi in Central Kenya proudly displays her 4-kg head of Blue Dynasty cabbage



Beatrice Kamande was among the first to adopt vanilla production and recently pollinated her first vanilla flowers.

months, the women managed to sell 1,150 kgs of top quality nuts in both formal and informal markets at the Coast. At average prices of KSh 400/kg and KSh 300/kg in the respective markets, the cashew nuts earned the processors a total of KSh 390, 000 – confirming the potential of the domestic market. On December 14 KHDP, the MOA and KARI-Thika jointly organized a macadamia workshop for 50 public-private stakeholders; including farmers to discuss key issues in the nuts industry. Presentations covering policy, processing and marketing strategies were made, with KHDP's Lydia Njuguna focusing on production. A key topic was the amended Draft Nuts Policy that will be presented to the Minister duly.



### Smallholder Flowers

We salute the Kenya Flower Council (KFC) on being named the best corporate association in the Smart Regulation category during the recent regional Africa Investment awards. The award recognized KFC's contribution, especially through its Code of Practice, in making Kenyan floriculture a global success story. In June 2005, the KFC Code was benchmarked to the EurepGAP Cut Flower and Ornamentals Standard, scoring another first internationally. Kenya is well established as a preferred origin for cut flowers accounting for 31% of the European import market.

### EurepGAP/SPS

The KHDP-commissioned survey on "Impact Assessment of EurepGAP Compliance on Kenyan Smallholders" was completed in November. The survey was conducted among 1020 growers, in 12 key agricultural districts. More than 75% of the farmers said they would continue implementing EurepGAP because they had achieved increased production and improved quality – leading to better returns. Growers reported increases of up to 95% per unit area, making the requisite investments for compliance worthwhile. Although there has been a small drop in the number of growers, farm employment opportunities and overall income generation have increased.

On November 22, the Royal Dutch Embassy in Nairobi organized a workshop on "EurepGAP Certification and Smallholders" for stakeholders from export-oriented horticultural sectors of Kenya, Tanzania, Ethiopia, Zambia, and Uganda. During the workshop, lively discussions centred on smallholder compliance aspects such as the best certification approaches; implications and sustainability as well as the roles of various support organizations.

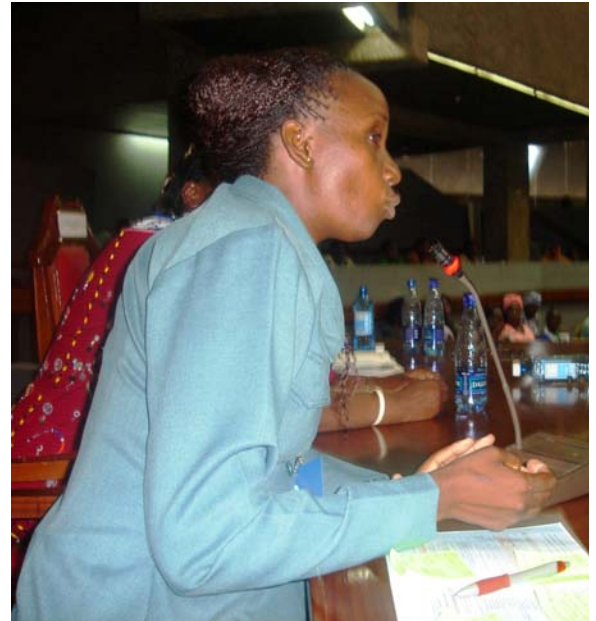
As part of the preparations for next January's US Department of Agriculture (USDA) phytosanitary evaluation Lloyd Garcia of the USDA held a meeting with representatives from USAID, FPEAK, KEPHIS and KHDP in November. The evaluation will fast-track approval of more Kenyan horticultural produce for the US market. At the same time a delegation from the US International Trade Commission met with 8 leading agribusiness companies dealing in nuts, flowers as well as processed fruits and vegetables in Nairobi.

### Industry News and Views

#### FPEAK

FPEAK held its last interactive members meeting for 2006 on November 28, introducing its new CEO Dr Stephen Mbithi. Thanks to its lobbying efforts, all outstanding VAT refunds for exporters will soon be cleared by the Ministry of Finance, through the Kenya Revenue Authority. In continuing to strengthen industry technical capacity, FPEAK will offer courses in Occupational Health and Safety as well as for Lead - and Internal Auditors in 2007. Once more FPEAK is coordinating the preparations for next year's Fruit Logistica and already a stand has been booked. For

### Youthful eloquence



KHDP Coast Area Manager, Beatrice Gambo lends a voice to the Young Women's Movement during the recent "Nairobi +21 Conference: Commemorating the 3<sup>rd</sup> UN Conference on Women."

more information on these events please contact FPEAK, [info@fpeak.org](mailto:info@fpeak.org)

### KARI

KARI held its 10<sup>th</sup> Biennial Scientific Conference on "Responding to Challenges and Opportunities through the Development and Dissemination of Innovative Agricultural Technologies, Knowledge and Approaches." Opening the event, Agriculture Minister, Hon Kipruto Kirwa said, "As researchers, you need to increase the value of your work through greater stakeholder involvement. Food security in Kenya will be greatly improved through appropriate research and promotion of traditional foods." More than 300 delegates were present. The event featured presentations and exhibitions by local and international scientists, universities, and others from the public and private sector.

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