

**Ex-ante Evaluation Study  
For “Smallholder Horticulture Empowerment Project  
(SHEP)”**

**Data and Information Collected  
In  
The Proposed 4 Target Districts  
and  
Nairobi**

**July – September, 2005**

**MoA/HCDA/JICA  
Ex-ante Evaluation Study Team**

**Ex-ante Evaluation Study Mission  
For “Smallholder Horticulture Empowerment Project (SHEP)”**

**Data and Information Collected  
In  
Trans-nzoia District and  
Bungoma District**

**19 – 22 July, 2005**

Members of the Ex-ante Evaluation Study Mission  
(19 - 21 Jul, 2005)

Mr. KANO, Team Leader, JICA Kenya Office  
Mr. CHOKE, JICA Kenya Office  
Mr. FURUICHI, JICA Regional Support Office  
Mr. NAKAMURA, JICA Kenya Office  
Ms. MASAKU, MoA  
Ms. OSORO, HCDA

List of Interviewees

Trans-nzoia District (19 Jul, 2005)

Local Bodies of Counterpart Organisations

1. District Agriculture Office (DAO \*district branch of Min. Agriculture) Trans-nzoia District 4
2. Horticultural Crops Development Authority (HCDA) Kitale Station (Trans-nzoia District) 8

Local Farmers Groups

3. Koibei Growers 11
4. Makunga Horticulture Group 14

Bungoma District 20 – 21 Jul, 2005

Local Bodies of Counterpart Organisations

5. District Agriculture Office (DAO) Bungoma District 18
6. Farmers Training Centre (FTC \*affiliate of Min. Agriculture) Mabanga (Bungoma District) 22

NGO

7. SACRED Africa 27

Local Farmers Groups

8. Namubila Tomato Farmers Group 31
9. Kimu Farmers Group 35
10. KIMIYAWA Horticulture 39
11. Tongaren Horticultural Project 42

## **Questionnaire to Farmers Groups**

**\*The following questions are asked in interviews with farmers**

**(See. Record of Interview 3, 4 and 8 – 11).**

1. Name of farmer or farmers group:
2. What is your house hold size – no. of members?
3. What is the farm size?
4. What crops and livestock do you keep?
5. What are your other sources of income?
6. What size of land is under horticulture?
7. Which horticultural crops do you grow?
8. Is there any horticultural processing activity in the area?
9. Who provides the labour?
10. Which crops are for commercial?
11. Which crops are for subsistence?
12. Where do you sell your produce?
13. Do you have marketing associations?
14. Do you linkage with local distributors or exporters?
15. Do you face any difficulties with the horticultural production? – state them
17. Do you face difficulties in marketing?
18. How do you solve the difficulties?
19. Do you get support from GOK or NGO?
20. What kind of support do you receive?
21. What kind of support is your priority in horticultural production?
22. What kind of support is priority for horticultural marketing?

### **Access to horticultural support services**

23. Do you have access to credit services?
24. How do you get your farm inputs? – tools, equipment, fertilizers, agrochemicals
25. Do you have access to training from the stakeholders – NGOs, GOK and private companies?
26. Do you have access to extension services from the above stake holders?

## **Trans-nzoia District (19 Jul, 2005)**

### **Local Bodies of Counterpart Organisations**

- 1. District Agriculture Office (DAO \*district branch of Min. Agriculture) Trans-nzoia District** *4*
- 2. Horticultural Crops Development Authority (HCDA) Kitale Station (Trans-nzoia District)** *8*

### **Local Farmers Groups**

- 3. Koibei Growers** *11*
- 4. Makunga Horticulture Group** *14*

## Record of Interview

<b>Organization</b>	District Agriculture Office (DAO), Trans-nzoia district, Min. of Agriculture (MoA), Kitale		
<b>Interviewee (Name / Title, Position / Tel, Fax / e-mail)</b>	Mr. Frederick O.O. OWINO, District Agriculture Officer (DAO), MoA Trans-nzoia Mr. Philip TINGAA, Deputy DAO, MoA Trans-nzoia Ms. Sarah MANGO, District Horticultural Officer, MoA Trans-nzoia Mr. Peter A. LUDAAVA, Chairman, Trans-nzoia Horticultural Group Association		
<b>Interviewer/Attendees</b>	Members of the Ex-ante Evaluation Study Mission Mr. KANO, Team Leader, JICA Kenya Office Mr. CHOKE, JICA Kenya Office Mr. FURUICHI, JICA Regional Support Office Mr. NAKAMURA, JICA Kenya Office Ms. MASAKU, MoA Ms. OSORO, HCDA Ms. Florence KHAEMBA, Senior Extension Officer, HCDA Kitale Station (Trans-nzoia) Mr. Charles SISO, Extension Officer, HCDA Kitale Station (Trans-nzoia)		
<b>Date &amp; Time</b>	19 Jul, 2005 10:45 am	<b>Meeting Place</b>	DAO Office, MoA Trans-nzoia, Kitale

<b>Purposes of the interview</b>
<ol style="list-style-type: none"> <li>1. To bid a courtesy call</li> <li>2. To explain the forthcoming project and the ex-ante mission</li> <li>3. To collect relevant data and information to the project</li> </ol>
<b>Itemized Information (Main points)</b>
<p>The team explained the outline of the forthcoming 'Smallholder Horticulture Empowerment Project' and the objectives of this ex-ante evaluation study mission.</p> <p>The following information was obtained through the interview.</p> <p><b>1. Interview with DAO and other officials</b></p> <p><b>[Outlook of the district]</b></p> <ul style="list-style-type: none"> <li>● Trans-nzoia district, called 'granary of Kenya', consists of 7 divisions where farmers mainly depend on maize production.</li> <li>● Overdependence on maize and its market price could easily expose farmers to the risk of production failure, and the priority should be given to the diversification of farming produce in order to avoid such risk.</li> <li>● There have been few donor-supported projects carried out in the district.</li> <li>● Tenure system among smallholders is mainly based on 'lease-hold' from the state government (duration: 99yrs) – 94% of the land is under lease-hold.</li> <li>● Average landholding of smallholders is estimated to be 5acres (approx. 2ha) of which most part is used for maize production.</li> </ul> <p><b>[Horticulture Production in the district]</b></p> <ul style="list-style-type: none"> <li>● Fruits: citrus, banana, avocado, passion fruits. *Notably, passion fruits is a major commodity for export to EU countries and neighbouring Uganda.</li> </ul>

- Vegetables (for domestic market): cabbage, kale, onion, carrot, tomato. Most of these crops are carried and sold in urban markets (i.e. Nairobi and Mombassa).
- Vegetables (for export market): sugar snap, French bean, snow pea and baby corn. They are major commodities for EU markets. Actually, 12 groups of local smallholders are producing these crops on contract with exporters.
- Export buyers which reach over this district: 'INDU' (contract with 2 groups), 'Vege Care' (6 groups), 'MSCE' (4 groups)
- 50 groups were so far trained by HCDA (?)

#### **[Other actors in collaboration]**

- KARI: jointly carries out 'Farmers Field School'
- HCDA: marketing of the local produce
- Manor House (NGO): training and extension of organic farming (It provides a series of training course for the leaders of farmer groups, and encourages 'farmer to farmer' dissemination.
- Private firms of agro-chemical/seeds: e.g. Sefew Seeds carries out on-farm demonstration along with the promotion of their goods.

#### **[Comparative advantages]**

- 4 key divisions (Central, Kaplamai, Cheringani, Entebess) where groups of farmers have already started the production of export-oriented crops.
- Other 3 divisions (Kiminima, Saboti, Kwanza), where the produce mainly sold to domestic market (local, Nairobi, Mombassa), also have high potential in terms of productivity.

#### **[Main determinants of crops cultivated by smallholders]**

- Demand of domestic market (However, information on the trends of demand has to be collected by farmers themselves.)
- Sales of previous year's products
- Production cost and farmers economy at household level
- Water
- Skill level and knowledge
- Following their successful neighbours

#### **[Number of officers and frontline extension workers]**

- Officers posted to DAO office: 36
- Frontline workers deployed in divisions/locations: 99

#### **[Support for farmer groups by MoA Trans-nzoia]**

- Training for maize farmers on horticulture (i.e. production techniques and the sales of produce)
- Formation of groups to facilitate production and transactions (There are several examples backed by MoA officers.)

#### **[Middlemen/brokers (except buyers of export companies)]**

- Majority of them are supposed to come from Nairobi.
- A local food-processing company which deals with chili can be the only large customer.

## **2. Interview with the chairman of 'Trans-nzoia Horticultural Group' (an association of 60 sub-groups)**

#### **[Trans-nzoia Horticultural Group]**

- 60 local groups are registered. Of which 50 are actually active.
- Each group should be comprised of from 15 (min) to 30 (max) members. Hence, total number of farmers

concerned with this association is enumerated to be 1,500 (approx. 20% of farming households in the district).

**[Transactions with exporters and middlemen/brokers]**

- Farmers prefer to sell their produce to exporters or contract with them. However, many farmers are often confused and yet to be accustomed to their practice and standards (e.g. ‘traceability’ of produce and other export standards). Moreover, there is no written form of contract which two parties can agree with price setting.
- One exporter, ‘INDU’, imposes a penalty on all the members of a group (i.e. rejecting all their produce) if only a part of their produce did not meet its quality standards.
- Some ‘cheating’ practice amid transportation by brokers is rumored among farmers (e.g. A part of their produce is stolen or replaced with some lower quality of produce on the way to Nairobi market. They are later told that their produce was damaged on the way or rejected in the market.)
- Other typical ‘cheating’: middlemen/brokers often use the name of exporters to attract farmers.

**[Constraints on marketing]**

- Damage and loss of produce on the way to markets
- Quality standards (not clearly explained even if farmers are prepared to meet them)
- Lack of the market information of other regions
- Licensing, regulation, institution for brokers/middlemen must be established (DAO’s comment)
- 500km distance from the district to Nairobi

**Things to follow (any items need more study)**

- ‘Trans-nzoia Horticultural Group’ (e.g. institutional framework, regulation, human resource, management, advantages, problems, efforts to overcome problems)
- MoA Trans-nzoia (e.g. deployment of its personnel, coverage of each frontline worker, system of information transfer among workers, skill level of workers, technical backstopping for workers, strengths, weakness)

**Other Remarks**

- Office space for the proposed project – 2 rooms available for such use (DAO)
- Get-together-work is practiced in community such as weeding, maintenance of irrigation, group utilization of irrigation pumps and chemical sprayers. (These are not community work but farmers group work, I think (Furuichi)
- Price of 1/4 of cabbage at Mombassa, however, transportation to Mombassa is 100,000ksh per how many kg (Chairman of Horticulture Groups)

**Documents Obtained**

Paper on existing data related to horticulture in the district.



**District Agriculture Office (DAO), Trans-nzoia district, MoA, Kitale**



TRANS NZOIA DISTRICT BRIEF 2005	
AREA	2458 km <sup>2</sup>
No. OF DIVISIONS	7
No. OF LOCATIONS	27
No. OF SUB-LOCATIONS	52
AGRICULTURAL LAND	2000
NON-AGRICULTURAL LAND	458
POPULATION	575662 (1999)
HOUSE HOLDS (HH)	115,122
FARM FAMILIES (FFs)	103,000
ALTITUDE	1400-2500 MASL
RAINFALL	700-1200mm PA
TEMPERATURES	16-28°C
AGRO-ECOLOGICAL ZONES (AEZs):	
TA	3%
UH	10%
LH	40%
UM	47%
No. OF DSMS (TOTAL)	17
FLEWs AT DHO	1
No. OF DIVISIONAL SMS	38
No. OF FLEWs:	95
No. OF EXTENSION UNITS	153
No. OF EXTENSION UNITS (VACANT)	55
No. OF WOMEN GROUPS	441
No. OF YOUNG FARMERS CLUBS	25
No. OF 4K CLUBS	125
No. OF YOUTH OUT OF SCHOOL CLUBS	50
STAFF FARMER RATIO	1: 867
PROFESSIONAL GROUPS	4
	—EXTENSION
	—FARM MANAGEMENT
	—AGRICULTURAL ENGINEERS
	—AGRICULTURAL DEVELOPME

**Board which indicates basic data related to agriculture in the district**

## Record of Interview

<b>Organization</b>	HCDA Kitale Station		
<b>Interviewee</b> (Name / Title, Position / Tel, Fax / e-mail)	Ms. Florence KHAEMBA (employee of HCDA), Senior Extension Officer, HCDA Kitale Station (Trans-nzoia) Mr. Charles SISO (employee of MoA), Extension Officer, HCDA Kitale Station (Trans-nzoia) Mr. Charles Kibiwott, Marketing Assistant, HCDA Kitale Station		
<b>Interviewer/Attendees</b>	Interviewers: Members of the Ex-ante Evaluation Study Mission Mr. KANO, Team Leader, JICA Kenya Office Mr. CHOKE, JICA Kenya Office Mr. FURUICHI, JICA Regional Support Office Mr. NAKAMURA, JICA Kenya Office Ms. MASAKU, MoA Ms. OSORO, HCDA Attendees: Mr. Philip TINGAA, Deputy DAO, MoA Trans-nzoia Ms. Sarah MANGO, District Horticultural Officer, MoA Trans-nzoia Press: The Standard Kenya Broadcasting		
<b>Date &amp; Time</b>	19 Jul, 2005 11:40 am	<b>Meeting Place</b>	HCDA Kitale Station

<b>Purposes of the interview</b>
4. To bid a courtesy call 5. To explain the forthcoming project and the ex-ante mission 6. To collect relevant data and information to the project
<b>Itemized Information (Main points)</b>
<b>[Deployment of staff, HCDA Kitale Station]</b>
<ul style="list-style-type: none"> <li>● 3 officers (Depot manager/transportation, horticulture, marketing/grading) now, 1 will be employed in the field of marketing/grading and total will be 4.</li> <li>● 5 others (drivers, logistics)</li> <li>● 2 motorbikes and a vehicle</li> </ul>
<b>[Marketing policy]</b>
<ul style="list-style-type: none"> <li>● Focus on export market</li> </ul>
<b>[Area coverage]</b>
5 districts including Trans-nzoia and Bungoma (8 districts, according to Mr. Charles SISO, Extension Officer, HCDA)
<b>[Horticultural commodities actually dealt with in the area]</b>
<ul style="list-style-type: none"> <li>● Domestic market (local, Nairobi): onion, cabbage, tomato</li> <li>● Export market: French bean, snow pea, sugar snap, passion fruits, cut flowers, chili</li> </ul>

**[Collaboration with other actors]**

KESIS, KARI, NGO (LIFE: Livelihood Improvement and Farmers Empowerment), seed companies

**[Services provided by Kitale Station]**

- Training (e.g. production techniques; soil and land conservation; harvest; post-harvest; marketing) as mobilization of farmers
- Truck rental (one insulation track 3t; rental 32.4ksh/km excl. driver and fuel) \*One return trip between Kitale and Nairobi, totally 1000km approx., is estimated to cost 32,000ksh. (About 30 farmers groups enjoy with the transportation service of HCDA.)
- Mediating between producers and other actors for better transaction (i.e. to introduce certified buyers to farmers; \*to collect, transport and sell horticultural produce on behalf of farmers on the request of HCDA HQs. \*In the case that farmers utilize the latter service for carrying and selling their produce, 15% of gross revenue will be deducted to be a commission fee. The fee collected from local farmers will be pooled once and used like ‘subsidies’ for supporting them: 7% allocated to the procurement of farming inputs, 8% to transportation.)
- Supplying farming inputs (i.e. seeds, agro-chemicals, tools) at discount prices
- HCDA has no credit service
- 20% of farmers of Trans-nzoia receives service of HCDA

**[Service provided by HCDA HQs]**

- Mediating between producers and other actors for better transaction (i.e. to collect horticultural produce from regional HCDA stations on the demand of buyers in Nairobi market.)

**[Opinions of the Marketing/Grading officer]**

- Unlike urban markets, information on local market prices cannot be collected in an efficient way (i.e. media – newspaper, radio and websites). “The only way is...just you go to market place, and make sure the prices.”
- Local markets can be glutted easily and prices fluctuate suddenly because local producers tend to produce the same variety of crops in the same periods.
- Export market has enough room to accept local produce and even the influx of a crop does not necessarily lead to a sudden drop in price.

**[Other information]**

- The nature of poverty prevalent among smallholders in Trans-nzoia seems to be ‘income poverty’ or ‘comparative poverty’ rather than ‘food poverty’ or ‘absolute poverty’.
- A credit scheme for farmers, Agricultural Finance Cooperation (AFC), is existent but its conditions (i.e. minimum landholding should be more than 5acres; collateral required) can be barriers to smallholders.

**Things to follow (any items need more study)**

- Further interview with officers in charge of Marketing/Grading on trends and practice in local markets, and also on their suggestions for a possible breakthrough.
- Ms. Florence KHAEMBA, Senior Extension Officer, HCDA, is supposed to send a fax of list of 50 horticulture farmers groups that were trained by HCDA to JICA Office.

**Other Remarks**

**Documents Obtained**

**Insulation track (3t) of the HCDA Kitale Station (Trans-nzoia District)**



**Feeder road to Koibei Location, Endeless Division, Trans-nzoia District**

## Record of Interview

<b>Organization</b>	1. Koibei Growers Development Project (Farmers group), Koibei location Endeless division, Trans-nzoia district, Rift Valley province		
<b>Interviewee</b> (Name / Title, Position / Tel, Fax / e-mail)	1. Some of members of the Koibei Growers Development Project (Farmers group) 2. Mr. Moses W. Wafuls, Extension officer, Agriculture Office, Endeless division, as translator		
<b>Interviewer/Attendees</b>	Kano, Choke, Nakamura, and Furuichi of JICA team Osoro and Masaku of HOCD team and MoA staff		
<b>Date &amp; Time</b>	19 <sup>th</sup> July, 2005	<b>Meeting Place</b>	A village of Koibei location, Endeless division

<b>Purposes of the interview</b>
1. Collection of information on farmers group in targeted areas for the Project
<b>Itemized Information (Main points only)</b>
<p><b>[Farmers group]</b></p> <ul style="list-style-type: none"> <li>• Core members of the farmers group are as follows; 1) Chairman: Stephen Naisei, 2) Secretary: Difas Namusani Kiteywo, 3) Treasurer: John Chesin</li> <li>• Registered on 19<sup>th</sup> of February 2003 with 39 members composed of 18 male and 21 female members.</li> <li>• Some of reasons to begin the organization are as follows;             <ol style="list-style-type: none"> <li>1. Started with horticulture that is practiced near banks of a river and it has potential of income generation leading to poverty reduction. Soil is fertile and it is a comparative advantage for the groups to conduct horticulture.</li> <li>2. Human capacity is low; hence, mobilization is necessary.</li> <li>3. Realization of keeping livestock like daily cattle by zero grazing and poultry for meat and egg.</li> </ol> </li> <li>• Farmers would like to perform trading well for maize and tomatoes.</li> <li>• Started growing crops are such as tomatoes, cabbages, kales, onions, and <u>スーシヤ</u> (legume-like crop); therefore, they afford to pay for school and succeeded togetherness among members who are hard workers.</li> <li>• Problems are as follows;             <ol style="list-style-type: none"> <li>1. There is no possible market.</li> <li>2. No bargaining power against middlemen who buy vegetable at low price.</li> <li>3. Road condition is not acceptable for transportation especially from April to August.</li> <li>4. Farm inputs are expensive.</li> <li>5. Diseases and pest of tomatoes (Late blight and Nematōda) and insect (caterpillar) of cabbages damage the products.</li> </ol> </li> <li>• Tomatoes, whose variety name is RIOGRAND, are sown for nursery in February and seedlings are transplanted in March. Harvesting time is from June onwards. As for harvesting, tomatoes can be harvested once a week continuously for 10 weeks. Normally, total 400 crates of tomatoes are expected to harvest. (1 crate contains 60kg of tomatoes) A crate of tomatoes can be sold to a field agent (broker / buyer) at ranging from 200 to 500 Ksh, depending on market demand. Size of a crate is 72cm (L) x 54cm (W) x 54 cm (D). Occasionally, a field agent put more tomatoes than 60kg causing damage of tomatoes and farmers' loss in sales.</li> <li>• Some of wish are as follows;             <ol style="list-style-type: none"> <li>1. Greenhouse promotes easy management of horticulture growing.</li> <li>2. Marketing mechanism is necessary.</li> <li>3. Lifting of water (like Pumps) from a river is required for irrigation to slope areas; consequently, horticulture</li> </ol> </li> </ul>

cultivation areas will be enlarged.

4. 50ha of total area for horticulture
5. Field excursion / visit in and outside of Kenya are needed.
6. Training for exportation
  - Some of collaborative work were mentioned as community work;
    1. Farm work such as planting and spraying.
    2. Road maintenance
    3. Slashing of weeds
    4. Contribution for raising money (school, funeral, etc.)
  - Answers to the question what the farmer will do if they are given 10,000ksh is as follows;
    1. Invest on farming
    2. Buying beans at harvesting time when price is low and store them until the price goes up
    3. Buying chemical sprayer
    4. Buying cow for milk

**[Answers for questionnaire]**

Q2: 8 members / 0.8 to 1.2ha

Q4: animal: cow, goat / crops: maize, beans, peas, Irish potatoes, banana, and cassava

Q5: small business, no employment

Q6: 6ha/group and 0.1ha to 0.2ha/farmer

Q8: no factory

Q9:

Q10: maize, beans, tomatoes, cabbage, kale, carrot, and onion

Q11: maize, beans, Irish potato, millet

Q12: domestic

Q13: no

Q14: no export

Q17: poor price, no buyer, no transportation, bad road

Q18: donkey, bicycle, cattle, inputs chemical (?)

Q19: no extension, no NGOs

Q21: market, chemical sprayer, processing of tomatoes

Q23: credit from brokers for chemical (Numbers of brokers are many; however, buying price of products offered by the brokers is fixed among the brokers before so that farmer have no alternative to select other brokers or no bargaining chance against them)

Q24: Kitale, 30km distance

Q25:

**Any items needed more study**

**Special notes**

On the way back to Kitale, there was a wholesale place where owner transact beans. Farmers bring the beans to the place and sell, or the wholesaler buys the product at farm from farmers at 15ksh/kg. These beans are weighed, bagged, and sold at 1,500ksh/90kg. Thus, benefit of the wholesaler is about 17ksh/kg.

**Collected documents**

**Koibei Growers Development Project (Farmers group), Koibei location Endebess division, Trans-nzoia district, Rift Valley province**



**Tomato field of the group**



**Crate for sales and transportation of produce (standard net content: 64kg/crate)**

Date: 19<sup>th</sup> July 2005

Reported by: Furuichi

## Record of Interview

<b>Organization</b>	Makunga Horticulture Group (Farmers group), Central division, Trans-nzoia district, Rift Valley province		
<b>Interviewee</b> (Name / Title, Position / Tel, Fax / e-mail)	Some of members in the Makunga Horticulture Group		
<b>Interviewer/Attendees</b>	Kano, Choke, Nakamura, and Furuichi of JICA team Osoro and Masaku of HOCD team and MoA staff		
<b>Date &amp; Time</b>	19 <sup>th</sup> July, 2005	<b>Meeting Place</b>	Collection center of product of the group

<b>Purposes of the interview</b>
Collection of information on farmers group in targeted areas for the Project
<b>Itemized Information (Main points only)</b>
<b>[Farmers group ]</b> <ul style="list-style-type: none"><li>• Core members of the farmers group are as follows; 1) Chairman: Dominic Kimani, 2) Vice chairman: Mrs. Ebby Imbisi, 3) Secretary: Geoffrey Nyamota, 4) Treasurer: Joseph Mwagamoyo</li><li>• Registered in 2001 with 33 members composed of 23 male and 10 female members. Mobilized by HCDA extension officer, Ms. Florence.</li><li>• Some of strength of the group are as follows;<ol style="list-style-type: none"><li>1. This group has been trained with topics of production technique, post-harvest, and EUROGAP through collaboration among HCDA, MoA, and JICA.</li><li>2. Currently, 1.5tonnes of horticulture products can be shipped a day. The products are French beans, passion fruits, chili, etc.</li><li>3. The group enjoy with fertile land and water resources. Some members processes pumps but some do not.</li><li>4. Farm gate price is depending on market price. (Is this strength?)</li></ol></li><li>• Issues raised are down below;<ol style="list-style-type: none"><li>1. Sales from exportation of products are envisaged to be up.</li><li>2. Training by HCDA and MoA should be continued because new members join and member face new trend on horticulture.</li><li>3. Lack of direct finance resource. There is a case that even though the group can access to loan which is secured with 14% interest by written documents; however, required amount of payment did not coinciding with what was mentioned on the documents.)</li></ol></li><li>• Challenges are mentioned as follows:<ol style="list-style-type: none"><li>1. Issues of transportation should be solved. Products are damaged because of the road condition, and collection facility (where we had a meeting) is far away from each member who normally carries products by primitive means of transportation. Their philanthropist, a former HCDA Chairman (?), provides cold facility gratis for members.</li><li>2. The group would like to posses their own vans to carry products to Nairobi. They normally utilize HCDA</li></ol></li></ul>



truck that charges 30,000 to 32,000ksh to Nairobi for a round trip (32.4ksh/km).

3. An example for farm gate price and retail price is mentioned; snow peas is brought at 40ksh/kg at farm gate by middlemen and sold at 80 to 120ksh/kg in Nairobi. This sort of information could be released by HCDA staff through mobile phone. The group is eager to possess its own means of transportation and marketing channel to exportation resulted in appropriate price is expected under management of the group.
4. Farm inputs such as seeds, chemical, machinery, sprayer, and irrigation equipments should be accessible; consequently, quality of products will be superior.
5. Micro finance system with low interest rate is needed.
6. Cold facilities are necessary at Eldoret airport for further exportation.
7. So far, there is no specific problem on horticulture production apart from marketing; however, greenhouse would make our production easier and also diversification and crop rotation will be practiced in the future.

**[Answers for questionnaire]**

Q2 8 members

Q3 0.8ha

Q4 Crops: French bean, maize, tomatoes, snow pea, sugar snack, banana, cabbage, kale, onion, carrot, spinach, chili, egg plant, millet, fruit tree nursery, avocado, mango, and orange. Livestock: poultry, dairy cow, goats, sheep

Q5 agriculture

Q6 horticulture 20%

Q8 No

Q9

Q10 subsistence: maize, bean, millets. Commercial : maize, passion fruit, sugar snack, chili, tomatoes, cabbage, kale

Q12 Kitale, export

Q13 No

Q14

Q17 delay payment, distance, low price when sell, price should be predictable

Q18 direct selling can solve market problem

Q19

Q21 marketing

Q23 No linkage with credit (interest 15–20%;nowever, interest is not secured)

**Any items needed more study**

**Special notes**

- Salary of extension officer of MoA is, for example, 19,000ksh and that of HCDA is 25,000ksh for same civil servant category, according to Mr. Ciso, HCDA extension officer aged 44.
- The number of extension officer covering 8 districts stationed in Kitale is 4. They use 2 motorbikes and a vehicle. Total no. of extension officer under HCDA in Kenya was 29 in 2002 and is now increased to 45 in 2005.
- Horticulture exportation license is issued by HCDA.
- Example of grouping for mobilization of farmers is as follows;

1. Announcing of grouping and comparative advantage of horticulture to farmers.
2. Giving training to those who express interest to horticulture and grouping, limiting to 30 in number. If number is exceeded 30, group is divided.
3. Farmers are supposed to set up collection center (simple shed and tables for grading) which is located every 5km so that a farmer can select his/her convenient place to bring products.
4. HCDA provides farmers with crates.
5. HCDA can lease transportation to Nairobi.
6. HCDA is also a facilitator to make linkage between producer and exporter.

**Collected documents**



**Road from Koibei Location**

**Makunga Horticulture Group (Farmers group), Central division, Trans-nzoia district, Rift Valley province**



## **Bungoma District (1) 20 Jul, 2005**

### **Local Bodies of Counterpart Organisations**

- |   |           |
|---|-----------|
| <b>5. District Agriculture Office (DAO) Bungoma District</b>  | <b>18</b> |
| <b>6. Farmers Training Centre (FTC *affiliate of Min. Agriculture) Mabanga<br/>(Bungoma District)</b> | <b>22</b> |

### **NGO**

- |                         |           |
|-------------------------|-----------|
| <b>7. SACRED Africa</b> | <b>27</b> |
|-------------------------|-----------|

Date 20 Jul, 2005

Reported by: H. NAKAMURA

### Record of Interview

<b>Organization</b>	DAO office MoA, Bungoma		
<b>Interviewee</b> (Name / Title, Position / Tel, Fax / e-mail)	Mr. Miyesu, DAO, MoA Bungoma Ms. Electin N Wabwile, District Crop Officer, Bungoma District, MoA, Tel: 0733871074		
<b>Interviewer/Attendees</b>	Members of the Ex-ante Evaluation Study Mission Mr. KANO, Team Leader, JICA Kenya Office Mr. CHOKE, JICA Kenya Office Mr. FURUICHI, JICA Regional Support Office Mr. NAKAMURA, JICA Kenya Office Ms. MASAKU, MoA Ms. OSORO, HCDA Ms. Florence KHAEMBA, Senior Extension Officer, HCDA Kitale Station (Trans-nzoia) Mr. Charles SISO, Extension Officer, HCDA Kitale Station (Trans-nzoia)		
<b>Date &amp; Time</b>	20 Jul, 2005 10:00 am	<b>Meeting Place</b>	DAO office Min. Agriculture, Bungoma

<b>Purposes of the interview</b>
<ol style="list-style-type: none"><li>1. To bid a courtesy call</li><li>2. To explain the forthcoming project and the ex-ante mission</li><li>3. To collect relevant data and information to the project</li></ol>
<b>Itemized Information (Main points)</b>
<p>The team explained the outline of the forthcoming 'Smallholder Horticulture Empowerment Project' and the objectives of this ex-ante evaluation study mission.</p> <p>The following information was obtained through the interview.</p>
<b>[Outlook of farming production in the district]</b>
<ol style="list-style-type: none"><li>1. Bungoma consists of 10 divisions, totally 2063 km<sup>2</sup> of land, with the population of 1 million.</li><li>2. Average precipitation is estimated to be 1200 mm/yr. (ranging from 1,200 to 1,800mm/yr)</li><li>3. Farmers rely mostly on maize and sugarcane production.</li><li>4. Other major crops and on-farm produce in the district as follows: cotton, sunflower, dairy (cattle), tea, coffee, rice, tobacco (See. 'Agro-ecological zone map' for the detail of production areas).</li><li>5. High potential for horticulture and high population pressure (abundant labour force, but 'income poverty' prevalent) enhance labour-intensive horticultural production.</li><li>6. DAO Office has issued a farming management guideline in which various data and information regarding local horticultural production is ranged (See. the copy obtained).</li><li>7. Farmers have gradually internalised their production (referring to a successful case of a farmer group which now deals with 200 acres of tomato production).</li></ol>

8. Chillies, onions, tomatoes are increasing in production.

**[DAO's approach to promote horticulture]**

- To sensitize farmers on the production and sales of horticultural crops (appealing their lucrativeness);
- To mobilise smallholders into groups to facilitate marketing efforts (to gain the amount of produce, to facilitate bargaining with buyers and brokers, to reduce transportation cost)

**[Other actors in collaboration]**

(Private firms)

Kenya Agricultural Commodity Exchange (KACE):

- Established in Bungoma in 1997 and HQs moved to Nairobi since 2004,
- Providing information on market prices (mainly through ICTs),
- Providing transportation (4% of gross revenue to be deducted as commission fee).

SEEDCO, Kenya Seed, Rezina Seed (seed companies)

Maize Food (food company):

- Providing demonstration and input support for their commercial purpose

(NGOs)

Sacred Africa:

- Providing information on market prices (mainly cereals) and facilitating transaction for farmers

**[Strengths/ opportunities of horticulture]**

- Road condition and network is relatively good.
- Plenty of labour force can be mobilized.
- Adequate staff in the district – 150 Extension Workers

**[Weakness/ constraints of horticulture in the district]**

- Non-existent of cold storage facility in the district affects the perishable nature of horticulture produce.
- Limited number of private firms is active in marketing horticultural commodities. (more competition between firms required to enhance marketing)
- MoA HQs allocates budget to district offices by crops (e.g. maize, cotton, sugarcane). This quota system can be a constraint on their delivery service when to shift focus on the promotion of horticultural crops.
- Comparative shortage of frontline extension workers vis-à-vis farmers due to high population density (i.e. 150 workers deployed; 504 farmers/ worker)
- Vehicles (e.g. car, motorcycle, bicycle) have not been provided since 1996, and chronic shortage seriously affects the mobility of extension staff (officers and frontline workers).

**[Priority Interventions in the District]**

- To mobilize farmer's groups
- To support for production and marketing
- To facilitate mobility and equipment for district office.

**[Other information]**

- Soya beans grow well to the local farming conditions but planted area is limited due to low margin.

- Passion fruits could be a leading cash crop if local growers take advantage of their location near by the border of Uganda, a major importer of Kenyan grown passion fruits. (Fuzarium virus is a major problem prevalent and stagnate passion fruits production in Bungoma)

**Things to follow (any items need more study)**

**Other Remarks**

**Documents Obtained**

District Farm Management Guidelines 2005/2006 (issued in March 2005, by DAO Bungoma)



**DAO office, Bungoma District**



**Map of Bungoma District (Divisions and Locations)**

**Agro-ecological Zone of Bungoma District (Mapping of major crops)**



**Poster of Kenya's major horticultural crops for export**

Date: 20<sup>th</sup> July 2005

Reported by: Furuichi

## Record of Interview

<b>Organization</b>	Mabanga Farmers Training Center, P.O.Box 1268, Bungoma, Tel: 20876
<b>Interviewee</b> (Name / Title, Position / Tel, Fax / e-mail)	Mr. Lucus, Principal, Mabanga Farmers Training Center Mr. Alex Juma Karani, Farm Manager, Mabanga Farmers Training Center Ms. Sophie E. Kibuyun, Director, KIDEP (NGO) Some of members of farmers group gathered at the Farmers Training Center Mr. Peter Waboya, Chairman, Bungoma Umbrella Farmers Field School Network, Mobile: 0734884246, E-mail: peterwaboya@yahoo.com Ms. Electin N. Wabnile, District Crop Officer, Bungoma district, Mobile: 0733871074
<b>Interviewer/Attendees</b>	Kano, Choke, Nakamura, and Furuichi of JICA team Osoro and Masaku of HOCD team and MoA staff
<b>Date &amp; Time</b>	20 <sup>th</sup> July, 2005
<b>Meeting Place</b>	Principal's room and field of the center

<b>Purposes of the interview</b>
Collection of information of horticulture production in Bungoma and of relevant stakeholders in the targeted areas for the Project
<b>Itemized Information (Main points only)</b>
<b>[Mabanga Farmers Training Center ]</b>
<ul style="list-style-type: none"><li>• Roles of the Farmers Training Center are mentioned down below;<ol style="list-style-type: none"><li>1. Training of farmers and youth programme for primary and secondary school</li><li>2. Training of management of enterprises and private sector</li><li>3. On farm trial liked with research institutions</li><li>4. Set up model enterprises on crops</li><li>5. Delivering of multiplied seedlings and bred livestock</li><li>6. Creating a part of national treasury, generated from selling products of the center</li><li>7. Releasing indicator on agro-products price through reports</li></ol></li><li>• Number of technical staff and administrative is 7 and 2 respectively, and total area of the center is 40 ha. Last 4 years, a NGO like KIDEP has been supporting the center by caring publicity, field trips, and meals. 37 stakeholders (farmers group?) experienced field day last year.</li><li>• Crop grown in the center are as follows:<ol style="list-style-type: none"><li>1) Vanilla (10 plants were introduced from Uganda, the nuts will earn 40,000ksh per kg, and it is required artificial pollination), 2) Avocado (planted for 0.4ha, market problem), 3) Banana (that makes Bungoma famous), 4) Lognarts, 5) Macadamia, 6) Mango (Seed problem?), 7) Passion fruit (Yellow and purple), 8) Pineapple, 9) Lemongrass, 10) Citronelagrass (Spelling is not clear! This was also introduced from Uganda. Extracted oil from the grass' head generates about 200,000ksh per a liter and it is used for cosmetic produce.), 11) Pumpkin, 12) Spider plant, 13) Black Night Shed, 14) Cow pea, 15) Kulolotrانيا (?), 16) Amaranthus, 17) Brasicca, 18) Spinach, 19) Paper (high production, market is Nairobi and Mombassa), 20) Garlic, 21) Egg plant (Market problem), 22) Okra, 23) Water melon, 24) Onion, 25) Tomato, 26) Carrot, 27) Pawpaw, 28) Cauliflower, 29)</li></ol></li></ul>



Herbal grass, 30) Moringa, and 31) Neem trees.

- Agriculture in this area is expressed with the problems down below:
  1. Rain-fed agriculture
  2. market-affected production
  3. Poor post-harvest handling (none of cold facilities and transportation (railway is not well functioning, utilizing trucks from Uganda proceeding to Nairobi)
  4. High production cost due to high price of hybrid seeds (E.g., 10g of tomatoes seeds cost about 200ksh) and fertilizer, and lack of credit facilities; however, pesticide is not so expensive.
  5. Exploitation by Middlemen
  6. Farmers need protective cloths when spaying agro-chemicals.
  7. Road condition is worst from April to June, that is a part of long rain season
  8. Extension officer's know-how is 10 years old; therefore, training (especially EUROGAP and livestock management) is needed for them.
  9. No food relief (Does it mean that self sufficiency is achieved in Bungoma, or that GOK does not care about food security in Bungoma?). It was stated by the principal that Bungoma is poorest district in Kenya and poverty level is 56%)
  10. Lack of market
  11. Agro-processing facilities are needed for value added products.
  12. Farmers are very keen on agricultural production; however, level of cash income is very low.
  13. Contract farming, which is practiced for sugarcane, coffee, and tobacco in the district, is recommended because production is easy.
- Training package of farming management and marketing (e.g. planting timing, quality, post-harvest handling, etc.) is provided to farmers by the center.
- KACE (Kenya Agricultural Commodity Exchange) is recommended to utilize for marketing as one of the key market players, releasing market information charging fee. The KACE also plays as mediator between producers and buyers and it charges commission fee about 4% (?). Currently, KACE plays important role in distribution of products from Bungoma; however, we should find out a way to sell the products directly by farmers to buyers/consumers. Distance between producers in Bungoma and consumers in Nairobi is far and it is constrain for marketing. Grouping and distribution by it is one of solutions for marketing.
- Kenya-nuts-approaches to buy Macadamia nuts from Bungoma district although contract farming is not conducted.

#### **[Opinion exchange with farmers groups]**

- A number of farmers groups got together at the training center and HCDA/JICA ex-ante evaluation team exchanged views and opinions on the Project with them. HCDA/JICA explained about the future Project and objectives of the study mission in Bungoma.
- Problems of horticulture is expressed at first by the groups and they are listed down below:
  1. Lack of technological know-how to produce horticulture
  2. Lack of capital to invest for the production
  3. Field management know-how and marketing tool, especially transportation and communication are primitive.
  4. Although commodity is produced, harvesting timing is mostly same among other many farmers; consequently, selling price becomes low.
  5. We have to know which crop we grow to meet modern market.

6. Packaging and cold storage facilities are lacking.
7. Uncertified seeds are used for cultivation.
8. Irrigation water is not enough causing crop failure.
9. Cost of farm inputs is not affordable to farmers.
10. Capacity building for farmers is necessary.
11. Diversification from maize to horticulture is demanded; therefore, skill-up intensive training of horticulture growing and group formation is required.
12. How to retain products is a key to add value.
13. Roads are impassable in rainy season.
14. Transportation network should be built up by farmer themselves to eliminate brokers / middlemen.
15. It should be discussed what kind of research result can be utilized in actual production and how they are conveyed to farmers.
16. Extension work should be reached to isolated areas; therefore, training for farmers by extension service of MoA is necessary.
17. Women and children must not be sidelined in capacity building activities for farmers because new technology and know-how mostly conveyed to male farmers who are not really practicing on farm work.
  - Solutions/countermeasures for the above mentioned problems were also described like listed below:
    1. Training of farmers (what training?).
    2. Women should be empowered (How?).
    3. Lacking of marketing should be solved (How?).
    4. Generation of exportation chance with high value quality
    5. Trucking method to Nairobi is provided.
    6. Credit and soft loan facilities should be set up and training also should be conducted.
    7. Subsidy on farm inputs is needed.
    8. How to diversify and grow marketable crops should be addressed.
    9. Cottage industry is established (What kinds?).
    10. Marketing as groups must be established.
    11. Tissue culture for bananas, tomatoes, and onions should be practiced.
    12. Specific crops for exportation should be sought.
    13. Road network needed to be improved.
  - Actions and efforts so far taken by farmers were addressed as well. They are listed below:
    1. Agro-inputs are purchased in group from wholesales.
    2. Price information is checked.
    3. Farmers association is established.
    4. To open farm inputs.
    5. Networking for information tired to be established.
    6. Processing of chili.
    7. To utilize transportation of HCDA.

**Any items needed more study**

**Special notes**

1. Long rain starts from March and ends in late May and short rain occurs between October and November.
2. 154 Farmers Field Schools were conducted for past 2 years from 2000 to 2002 under support of FAO according to Mr. Peter Waboya, Chairman of Bungoma Umbrella Farmers Field School Network.

#### **Collected documents**

1. Pamphlet of Kenya Agricultural Commodity Exchange (KACE) and advertisement sheet for its information release by use of mobile phone.
2. A booklet titled “The Striga Killer” to tackle against striga (Obtained from SACRED AFRICA)



**Mabanga Farmers Training Center**



**Discussion with leaders of local farmer groups in Mabanga Farmers Training Center**

Date 20 Jul. 2005Reported by: H. Nakamura

## Record of Interview

<b>Organization</b>	SACRED (Sustainable Agriculture Center for Research and Development in Africa)		
<b>Interviewee</b> (Name / Title, Position / Tel, Fax / e-mail)	Mr. Ondera JOHNSTONE, Regional Coordinator, SACRED Africa P.O. Box 2248, Bungoma, Kenya Tel: 254 – 55 – 30788/9 E-mail: sacred@africaonline.co.ke		
<b>Interviewer/Attendees</b>	Members of the Ex-ante Evaluation Study Mission Mr. KANO, Team Leader, JICA Kenya Office Mr. CHOKE, JICA Kenya Office Mr. FURUICHI, JICA Regional Support Office Mr. NAKAMURA, JICA Kenya Office Ms. MASAKU, MoA Ms. OSORO, HCDA Ms. Florence KHAEMBA, Senior Extension Officer, HCDA Kitale Station (Trans-nzoia) Mr. Charles SISO, Extension Officer, HCDA Kitale Station (Trans-nzoia)		
<b>Date &amp; Time</b>	20 Jul, 2005	<b>Meeting Place</b>	SACRED Africa Office, Bungoma

<b>Purposes of the interview</b>
To collect information for SHEP En-ante Evaluation
<b>Itemized Information (Main points)</b>
<p><b>[Profile of SACRED Africa]</b></p> <ul style="list-style-type: none"> <li>• NGO was registered in 1996 (Office to be moved to Nairobi next year)</li> <li>• The objective of the NGO is to assist smallholder farmers in productivity and surplus marketing</li> <li>• Has 20 staff – trained from Diploma to Ph. D levels as technical background</li> <li>• Main target is rural farmers and the poor in Western Kenya and a part of Eastern Uganda</li> <li>• Coverage: 8 districts (incl. 2 main districts: Bungoma – since 1996, Teso – since 1999)</li> </ul> <p><b>[Main Activities]</b></p> <ol style="list-style-type: none"> <li>1. Cereal banks: providing market information of maize</li> <li>2. Kitchen gardening (horticulture) and outreach programme on agriculture: <ul style="list-style-type: none"> <li>• Collaboration (joint extension) with the divisional extension workers of DAO.</li> <li>• 10 female groups (about 25members for each) in Teso.</li> <li>• 5 groups (25 – 30 members each) in Bungoma. (See. the following item)</li> </ul> </li> <li>3. Striga control project: collaboration with an Ugandan NGO in Tororo</li> <li>4. NERICA trials: with KARI, AICAD, JICA and other research institutes</li> <li>5. Sustainable Agriculture Local Project (SALOP): Relevant to the above Kitchen graden</li> </ol>

**[Nature of Activity related to Horticulture]**

- Both indigenous and exotic varieties.
- Emphasis is placed on home consumption (i.e. to meet domestic consumption, to improve nutrition status) rather than commercial purpose (surplus to be sold to neighbours).
- Therefore, they recommend to diversify the variety of crops planted (e.g. kale, onion, black night shed, amaranthus, jute) even in a small plot.
- Composting and green manures (e.g. 'ramram') are also introduced.

**[Donors in collaboration]**

- Rockefeller Foundation: budgetary support
- Tudor Trust: same as the above
- AATF: budgetary support for the striga control project
- JICA: NERICA trails under way; a JOCV rice growing to be dispatched in next fiscal year?

**[Other Collaborators]**

- MoA: extension, technical-backstopping
- KARI: material support (half of agro-chemicals and seeds provided), technical-backstopping (esp. soil management)
- Network of Farmers (CBO, Bungoma): training, extension
- Achawn (Farmers group, Teso): training, extension
- Western Seed: demonstration, trials (material support and sponsoring)
- KACE: marketing
- Ugandan NGO: striga control project

**[Expected Interventions of SHEP suggested by SACRED Africa]**

- Avail affordable farm inputs
- Promote simple technologies
- Link farmers to the markets
- Avail credit facilities to farmers – or facilitate the access to credit
  - ✓ Draw on existing strength of farmers (e.g. collective action, reciprocity, selection of horticultural crops, other economic activities)
  - ✓ Some incentives for farmers to start any add-on activities

**Things to follow (any items need more study)**

**Other Remarks**

(quoting to Mr. Johnstone)

- Average landholding of farmers is approx. 5acres (2ha) while smallholders are supposed to cultivate 1 – 2acres.
- MoA can mediate into farmers and brokers.
- Methodology of cereal banking could be partly applied to marketing of horticultural crops.

- SACRED Africa plan to set up an outlet to sell the collected produce from farmers to brokers (to facilitate bargaining and pool benefits for credit). 'It's easy for cereals, but difficult for perishables.'
- Price of seed maize has been raised. Better to shift to upland rice production?
- Example of grouping/mobilizing process with SCRID is as follows;
  1. Farmers, having interest on horticulture, consult with DAO
  2. Meeting for SALOP (Sustainable Agriculture Local Project)
  3. Mini demonstration farm is established by the NGO.
  4. Training farmers by use of demonstration farm
  5. Production and selling including processing.
- Negative attitude is shown to NGOs by chief (administrative?)
- If creation of income as an effect of intervention is clearly visible, dissemination is swift.
- Farm inputs must be affordable for farmers and technology should not be complicated but understandable.
- The NGO is equipped with 10% interest credit. If farmers can not fulfill repayment, they sell their assets for it.

**Documents Obtained**



**SACRED Africa Office, Bungoma**



## **Bungoma District (2) 21 Jul, 2005**

### **Local Farmers Groups**

<b>8. Namubila Tomato Farmers Group</b>	<b>31</b>
<b>9. Kimu Farmers Group</b>	<b>35</b>
<b>10.KIMIYAWA Horticulture</b>	<b>39</b>
<b>11.Tongaren Horticultural Project</b>	<b>42</b>



Date: 21<sup>st</sup> July 2005

Reported by: Furuichi

## Record of Interview

<b>Organization</b>	Namubila Tomato Farmers Group		
<b>Interviewee</b> (Name / Title, Position / Tel, Fax / e-mail)	Some of members, Nambila Tomato Farmers Group, Nambila location, Malakisi Division, Bungoma District, P.O.Box 67, Cheptais Mr. Molis, Division Agriculture Officer, Malakisi Division, Mr. George Simiyu Mwembe, Divisional Farm Management Officer, Malakisi Division		
<b>Interviewer/Attendees</b>	Kano, Choke, Nakamura, and Furuichi of JICA team Osoro and Masaku of HOCD team and MoA staff		
<b>Date &amp; Time</b>	21 <sup>st</sup> July, 2005	<b>Meeting Place</b>	Production site of farmers group in Namubila location, Malakisi division

<b>Purposes of the interview</b>
2. Collection of information on farmers group in targeted areas for the Project
<b>Itemized Information (Main points only)</b>
<b>[Namubila Tomato Farmers Group]</b> <ul style="list-style-type: none"><li>The group was established as one of the Common Interest Groups (CIGs) and membership was 100ksh with 400ksh of registration fee to Ministry of Gender, Sport, Culture, and Social Services. Group was registered in 2004 with male member of 22 and female of 3.</li><li>The group management members are; Chairman: Mr. Zevi Odere and Secretary: Mr. Eric Siremgo.</li><li>Main reasons to start the farmers group is to overcome poverty through utilization of common resources. Grouping was enhanced and farmers were mobilized by MoA who taught the farmers lucrative of tomato (sales of 40,000ksh per month) which can be cultivated very small areas.</li><li>In this location, totally 36ha is cultivated with tomatoes (including tomatoes as secondary crop after maize) and created sales of 7.8 million ksh (equivalent to about 12,000 crates of 64kg) from 186 farmers. On the other hand, 50,000ksh is spent as production cost for tomatoes.</li></ul>
<b>[Answers for questionnaire]</b>
Q1 Namubila Tomato Farmers Group
Q2 6 to 8 members
Q3 0.4 to 0.8ha
Q4 crops: maize, coffee, beans, dry beans, millet, groundnuts, tomatoes, onion, chili, cabbage, kale, cassava, guava, avocado, mango, pawpaw, pineapple, and livestock: cattle, goat, sheep, poultry
Q5 chili, brick making, charcoal making, Boda-boda, small shop/kiosk, hawkker
Q6 0.1ha
Q8 No
Q9 no employment, family farming
Q10 tomatoes, chili, onion, cabbage, coffee
Q11 subsistence: maize, sweet potato, millet, sorghum, banana, cassava

<p>Q12 middlemen, no exporter</p> <p>Q13 no marketing association; however, there is idea to distribute products to Nairobi through KACE that charges 5% of return. It carries products to Nairobi by 4.3ton truck at 27,100ksh. One crate, 64kg of tomatoes, can be sold through at around 700 to 750 ksh. On the other hands, broker/middleman buys a crate of 64kg of tomatoes at 600ksh (300 to 400ksh/small size of crate, about 25 to 30kg).</p> <p>Q14 no exportation of tomatoes. Basically, many middlemen conspire to fix price before buying products from farmers.</p> <p>Q15 1) credit facilities, 2) inputs such as seeds, chemical and fertilizer, 3) market information, 4) transportation, 5) irrigation water (seasonal river exists; however, equipment to lift up the water is required), 6) sprayers are shared among members; therefore, spraying time is not appropriate, 7) pest and diseases, 8) no certified seeds available and it is impossible for a farmer to buy them individually, 9) no stable market, high cost of transportation, no packaging facilities, middlemen who put more tomatoes than 64kg</p> <p>Q18 To utilize KACE, size of crate, purchase of agro-inputs by group, value added products (sweet potato)</p> <p>Q19 technical training conducted by MoA and NGOs</p> <p>Q21 1) would like to know where to buy pesticides, 2) irrigation water, 3) field trip to observe other production sites of horticulture, 4) farmers' representative should be trained at first and then they train rest of other farmers, 5) credit facilities should be extended so as fro farmers to purchase seeds and fertilizer, 6) transportation, 7) road should be passable, 8) value adding to tomatoes (e.g., agro-processing)</p> <p>Q23 not at all</p> <p>Q24 themselves or from middlemen</p> <p>Q25 KACE, training, marketing</p>
<p><b>Any items needed more study</b></p>
<p><b>Special notes</b></p> <ol style="list-style-type: none"> <li>1. There are 5 front line extension officers and 4 Division Agricultural Officers in Malakisi division that is composed of 3 locations and 9 sub-locations.</li> <li>2. Site visited is categorized as "Upper Mid. Land 1 (UM1)"</li> <li>3. Two tobacco companies are operated in this division, British American Tobacco and Mater Mine Tobacco Kenya.</li> <li>4. Interview site is about 50km away from Bungoma.</li> </ol>
<p><b>Collected documents</b></p>



**Plough for animal traction  
Namubila Tomato Farmers Group, Namubila location, Malakisi division**



**Seed bed (tomato)**



**Outlet of agrochemicals, Namubila location, Malakisi division**



**Road from Namubila to Kimilili**



**Brokers carrying produce to local market**

### Record of Interview

<b>Organization</b>	Kimu Farmers Group		
<b>Interviewee</b> (Name / Title, Position / Tel, Fax / e-mail)	Mr. Cleophas W. Wakhungu, a farmer (P.O. box 299, Chwele, Mobile: 0735957149), Kimu Farmers Group, Chwele Division, Bungoma District Mr. Dan Irwa, Division Agricultural Officer, Cwele Division, Bungoma District, P.O.Box 456, Chwele, Mobile: 0733223044		
<b>Interviewer/Attendees</b>	Kano, Choke, Nakamura, and Furuichi of JICA team Osoro and Masaku of HOCD team and MoA staff		
<b>Date &amp; Time</b>	21 <sup>st</sup> July, 2005	<b>Meeting Place</b>	Production site of the farmer, Mr. Cleophas

<b>Purposes of the interview</b>
Collection of information on farmers group in targeted areas for the Project
<b>Itemized Information (Main points only)</b>
<b><u>[A farmer, Mr. Cleophas W. Wakhungu]</u></b>
<ul style="list-style-type: none"> <li>• Cwele division is located about 30km away from Bungoma.</li> <li>• Kimu Farmers Group composed of 9 members whose family members are averaged 6.</li> <li>• Average size of farm is 0.9ha and total of farm area of 9 members is about 4.4ha. Horticultural crop such as tomatoes are cultivated in 0.1 to 0.2ha out of each 0.9ha.</li> <li>• There are not processing activities at all. Subsistence crop is maize. Prodcuts are sold at local market like Chwele market.</li> <li>• The farmer would like to distribute his products through KACE. (Therefore, he was having a KACE's advertisement sheet for its information release by use of mobile phone. So far, no experience of exportation and products are bought by brokers/middlemen.</li> <li>• Cost of agro-inputs is high so that he can not afford to purchase them.</li> <li>• For example, hybrid seeds of tomatoes are sold at 350ksh for 5g.</li> <li>• Facing pest problem</li> <li>• Market problem (Brokers are exploiting him.)</li> <li>• Lack of information is another problem.</li> <li>• No NGOs, but technical service from MoA is available</li> <li>• Know-how of horticulture is needed.</li> <li>• Would like to make contact with processing enterprises.</li> <li>• Road network and credit facilities are necessary.</li> <li>• Inputs are available at Kitale and Bungoma. Currently, group purchasing of agro-inputs is practiced.</li> <li>• Tomatoes can be sold at 750ksh per 25kg and 1,500ksh per 64kg (?)</li> <li>• Purchase of agro-chemicals from wholesalers</li> <li>• Market survey through scouting</li> <li>• Establishment of a farmers association</li> </ul>

- Fruit nursery for income generation
- Veterinary shop for livestock drugs and supplies

**Any items needed more study**

**Special notes**

**Collected documents**



**Local market place, Kimilili Division, Bungoma**



**Local market place, Kimilili Division, Bungoma**



**Local market place, Kimilili Division, Bungoma**



Date: 21<sup>st</sup> July 2005

Reported by: Nakamura

## Record of Interview

<b>Organization</b>	CBOs under KIMAYWA Horticulture		
<b>Interviewee</b> (Name / Title, Position / Tel, Fax / e-mail)	Members of several CBOs under the umbrella of KIMAYWA Horticulture (farmer group association), Divisional extension workers in charge, Agents of 'Frigo Ken (Freigcane?)' (food company)		
<b>Interviewer/Attendees</b>	Kano, Choke, Nakamura, and Furuichi of JICA team Osoro and Masaku of HOCD team and MoA staff		
<b>Date &amp; Time</b>	21 <sup>st</sup> July, 2005	<b>Meeting Place</b>	Production site of farmers group in Kamkuywa location, Kimilili division

<b>Purposes of the interview</b>
Collection of information on farmers group in targeted areas for the Project
<b>Itemized Information (Main points only)</b>
<p><b><u>[Kimaywa Horticulture Farmers Group]</u></b></p> <ul style="list-style-type: none"> <li>• No. of member is 45, out of which no. of male is 34.</li> <li>• Established in 2005, registration fee was 600 and member ship is 200ksh.</li> <li>• Chairperson: Ms. Alice Nato, Secretary: Ms. Remi Wamalwa, Treasurer: Mr. Jestimore Miluki</li> <li>• Story behind of mobilizing groups is to mutual help and poverty reduction.</li> </ul> <p><b><u>[Answers for questionnaire]</u></b></p> <p>Q1 KIMAYWA Horticulture (a farmer group association)</p> <p>Q2 8 members</p> <p>Q3 0.8ha (2acres)</p> <p>Q4 crops: tomatoes, cassava, sweet potatoes, potatoes, maize, coffee, beans, French beans, sugarcane, groundnuts, onion, chili, cabbage, kale, guava, avocado, mango, pawpaw, pineapple, passion fruits, lemon, banana and livestock: cattle, goat, sheep, poultry, pig, fish-culture, bee-keeping</p> <p>Q5 Boda-boda, small shop/kiosk, hawker, employee (e.g. teacher)</p> <p>Q6 0.1ha (1/4 acre)</p> <p>Q7 See. answer to Q4</p> <p>Q8 No</p> <p>Q9 no employment, family farming, casual labour exchange (sometimes)</p> <p>Q10 See. answer to Q4</p> <p>Q11 subsistence: maize, millet, sorghum, banana, cassava</p> <p>Q12 middlemen (local market), 'Frigo Ken' (frozen food company, French beans on contract basis)</p> <p>Q13 No</p> <p>Q14 Frigo Ken</p>

<p>Q15 1) water (need boreholes), 2) means of transportation, 3) farming inputs such as chemicals, seed, fertilizer, 4) credit facility, 5) technical advice such as training, 6) access to road</p> <p>Q17 1) limited information on market (need to know proper prices, off-seasons) leads to poor bargaining position to middlemen, 2) low accessibility to road</p> <p>Q18 1) utilizing manure instead to chemical fertilizers (production), 2) forming groups and networking them (marketing and production)</p> <p>Q19 1) frontline extension workers, 2) technical training conducted by MoA and NGOs (practically utilizing support from seed companies and Frigo Ken for material inputs, demonstration)</p> <p>Q20 training</p> <p>Q21 1) farming inputs (i.e. fertilizers, chemicals, seeds), 2) irrigation facility (e.g. boreholes)</p> <p>Q22 1) marketing info, 2) means of transportation, 3) value-addition (e.g. processing), 4) electricity (e.g. for refrigeration of produce)</p> <p>Q23 not at all</p> <p>Q24 Frigo Ken if farmers produce on contract; no middlemen who provide or support inputs</p> <p>Q25 Agro-chemical makers provide demonstration related to goods they sell; MoA provides training.</p> <p>Q26 same as above</p>
<p><b>Any items needed more study</b></p>
<p><b>Special notes</b></p> <ul style="list-style-type: none"> <li>• Community work (reciprocity) includes farming production (labour exchange in busy period), road maintenance and installation of irrigation facilities (boreholes).</li> <li>• Kimilili division is 40 km away from Bungoma</li> <li>• HCDA conducted mobilization in 2 divisions including Kimilili in 1991, starting with production of French beans</li> <li>• There are 4 locations and 8 sub-locations in the division.</li> <li>• Animal (ox) draft power is used for plowing and transportation.</li> </ul>
<p><b>Collected documents</b></p>



**Members of several CBOs under the umbrella of KIMAYWA Horticulture (farmer group association), Kamkuywa location, Kimilili division**



**French beans under contract with 'Frigo Ken'**

Date: 21<sup>st</sup> July 2005

Reported by: Nakamura

## Record of Interview

<b>Organization</b>	Tongaren Horticultural Project (umbrella organization), Chaired by Mr. Philip Mukunyi (Unknown)		
<b>Interviewee</b> (Name / Title, Position / Tel, Fax / e-mail)	Members of French bean producer group, Divisional extension workers in charge		
<b>Interviewer/Attendees</b>	Kano, Choke, Nakamura, and Furuichi of JICA team Osoro and Masaku of HOCD team and MoA staff		
<b>Date &amp; Time</b>	21 <sup>st</sup> July, 2005 15:25	<b>Meeting Place</b>	Production site of farmers group in Nbakalo location, Tong Aren division

<b>Purposes of the interview</b>
Collection of information on farmers group in targeted areas for the Project
<b>Itemized Information (Main points only)</b>
Group of french bean and passion fruits growers
<b>[Problems in Marketing]</b>
1) no market, 2) impassible roads in rainy periods which impede timely sales, 3) no fund, 4) water (3km distant from the nearest source), 5) vehicle, 6) production skill (training), 7) shortage of land, 8) shortage of labour
<b>Any items needed more study</b>
To be studied later in detail if Bungoma is covered by project
<b>Special notes</b>
Virtually no time to ask questions, only focused on major marketing constraints
<b>Collected documents</b>



**Tongaren Horticultural Project (umbrella organization), Nbakalo location, Tong Aren division**



**Production site of farmers group in Nbakalo location, Tong Aren division (French beans)**