



## Kenya Agricultural Value Chain Enterprises

USAID/ Kenya



*Charles Matumbi, a member of Ontulili Produce Marketing Organization in Meru, displays the end result of technical assistance by the Kenya Agricultural Value Chains Enterprise - clean potato seed.*

**U.S. Presidential Initiative:**  
Feed the Future

**Funding Level:**  
\$40 million

**Duration:**  
January 2013 – January 2018

**Activity Goals:**

- Improve economic stability and food security
- Improve nutritional outcomes, reducing chronic under-nutrition
- Build and diversify sustainable value chains
- Increase the productivity and incomes of 500,000 smallholders

**Activity Accomplishments as of April 2014:**

- 63, 207 households reached with technical, marketing and business interventions
- Processing area for yellow passion fruit increased by 66 percent – from 207 acres to 343 acres.
- Export area for vegetables increased by 112 percent
- 15,433 dairy farmers reached through 455 farmer groups across all counties
- Potato farmers achieved sales of Ksh 56 million (USD \$658,823) on the local market
- 513 acres were planted with fodder crops and 560 tons of fodder was conserved as hay

**Implementing Partners:**

FINTRAC Inc., with funding to:  
Kenya Horticulture Exports, Animal Draft Power Program, Allfruit EPZ Ltd, Community Action for Rural Development, Carolina Fresh Produce Ltd, Kilimo Biashara Promoters Consultancy, Kenya Promotions and Marketing Company, East Africa Market Development Associates, Global

**ACTIVITY OVERVIEW**

The Kenya Agricultural Value Chains Enterprises promotes value chain growth and diversification. It increases the productivity and incomes of smallholder farmers, and other actors along the value chain, who are working in the dairy, maize and other staple and horticulture sectors. The activity works with more than 30 Kenyan government and private sector organizations.

The activity develops smallholder enterprises that combine maize, high-value horticultural crops, and dairy farming to generate wealth, thereby enhancing food security, improving nutrition, and increasing economic opportunities for women, youth, and other vulnerable populations. Engagement with the private sector in a meaningful, comprehensive way ensures the sustainability of the activity's work.

**ACTIVITY AREAS**

The Kenya Agricultural Value Chain Enterprises activity works with smallholder farmers, businesses, and national and county government partners to address constraints up and down the value chain (such as agro-processors, input suppliers, transporters, exporters, retailers, financiers) and develop fully-functioning, competitive value chains. The activity is expanding the number of micro, small, and medium enterprises that can compete in local, regional, and international markets, increasing the gross value of products and services overall, and expanding market share in local and export markets.

To improve nutrition and health, particularly for women and children, the activity promotes good nutrition and hygiene practices and develops infrastructure to improve access to clean, safe drinking water.

The activity builds the capacity of local organizations by providing hands-on technical, financial, and managerial training, so that local organizations can continue providing high-quality services to farmers beyond the life of the project.

The activity also promotes sustainable natural resource management to help farmers adapt to the effects of climate change.

**ACTIVITY IMPACT**

Gilbert Henry Obonyo had always wanted to keep dairy cows on his three acre farm, but didn't know how to do it. Similar to many farmers in the Kisumu region, Obonyo believed that dairy animals could not survive the hot weather and that they would succumb to diseases.

In June 2013, the Kenya Agricultural Value Chains Enterprises activity supported more than 1,600 farmers from 22 counties to attend the Brookside Livestock Breeders Show and Sale in

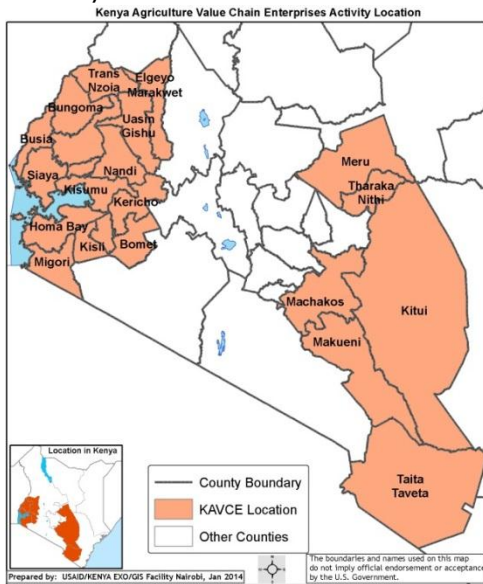
Leadership Institute, Greenforest Foods Ltd., Matengo and Associates, Ukamba Christian Community Services, Upbeat Communications Ltd., Kenya National Federation of Agricultural Producers, African Medical and Research Foundation, and Western Region Christian Community Services

**Key Partners:**

Ministry of Agriculture, Livestock and Fisheries; County governments, Agricultural Sector Development Support Programme (ASDSP), Kenya Plant Health Inspectorate Services (KEPHIS), Pest Control Products Board (PCPB), Horticultural Crops Development Authority (HCDA), Kenya Agricultural Research Institute (KARI), public and private sector actors in the dairy, maize, and horticulture value chains.

**Activity Locations:**

22 counties in high-rainfall (HR I) and arid and semi-arid areas (SA2) – including: Bomet, Trans Nzoia, Elgeyo-Marakwet, Uasin Gishu, Nandi, Kericho, Bungoma, Busia, Kakamega, Vihiga, Siaya, Homabay, Kisumu, Nyamira, Kisii, and Migori in the western region, and Meru, Tharaka Nithi, Machakos, Makueni, Kitui and Taita-Taveta in eastern regions of Kenya.



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Nairobi. Obonyo was one of the farmers, and this was his turning point.

With his newly acquired knowledge on which breed of cow produces high milk yields, Obonyo sold one of his zebu bulls for Ksh 30,000 and took out part of his savings to buy a dairy cow at Ksh 50,000.

His cow currently gives him 5 liters of milk per day. He sells some of the milk to his neighbors at Ksh 50 per liter. The rest is consumed at home. He is confident that with high-quality feeds that are affordable but of good quality, milk production will increase significantly following the next calving. Obonyo has also planted Napier grass on half acre of his land, which will reduce the cost of feed and boost milk production. He provides his cow mineral supplements and makes sure it is regularly vaccinated.

An enthusiastic farmer, Obonyo has offered half an acre of his land to the Kenya Agricultural Value Chains Enterprises project to use as a demonstration farm on fodder farming. He is also mobilizing his neighbors to



*Obonyo outside his house in Koru, Kisumu, with his newly acquired source of wealth.*

adopt dairy farming and overcome the misconception that areas of Kisumu are not fit for dairy farming.

Kenya Agricultural Value Chains Enterprise is working toward increasing productivity and developing an efficient dairy marketing system for smallholder farmers so that farmers like Obonyo can increase their household incomes.