

Purchase for Progress - P4P Kenya



QUICK FACTS

Project start date:
January 2009

Number of farmers' organizations (FOs): 74

Number of members:
9,929 (62% women)

Sales to WFP:
10,596 mt, totalling US\$ 3,353,752

Sales to other markets:
An estimated US\$ 3,480,876
(10,998 mt)

Main commodities:
Maize, beans and sorghum

Main P4P activities

- Pro-smallholder procurement
- Training and linkage to markets beyond WFP
- Cost-sharing support for upgrading storage infrastructure

Funding

P4P's technical and administrative costs in Kenya are sponsored by the Bill and Melinda Gates Foundation and Canada (in 2013). Food purchases are financed by donations to WFP's regular operations.

Figures as of March 2014

P4P in Kenya

In Kenya, P4P has strengthened small-scale farmers' and traders' capacity to engage with the agricultural market. P4P and partners assist farmers' organizations (FOs) to increase their access to storage and facilitate their access to credit. They carry out capacity development in best agricultural practices, post-harvest handling and quality assurance. P4P has also connected FOs to rural agro-dealers to increase their access to inputs, production assistance, conditioning services and markets. Currently, 74 FOs are registered as WFP suppliers, and P4P has supported 132 additional FOs to access other markets, such as government-run home grown school feeding. P4P has also engaged 35 small-scale traders and village level agro-dealers with the capacity to bulk grain and sell to WFP. In rural areas, the programme's procurement strategy encourages resilience through diversification, emphasizing the commercialization of drought-resistant crops. This approach aligns with government strategies to promote high value nutritious crops grown in rural agricultural areas. P4P is currently being mainstreamed in Kenya, and emphasizes government ownership through links with home grown school feeding and nutrition.

Background

Agriculture in Kenya is sufficiently diversified to produce nearly all of the nation's basic foodstuffs. Although only 20% of Kenyan land is arable, more than 75% of the country's workforce engages in agriculture or food processing. Farming in Kenya is typically carried out by small producers, who usually cultivate no more than 2 to 3 hectares, using limited technology and agricultural inputs.

Lessons so Far

To draw lessons and measure the impact of the five-year pilot, P4P continues to monitor and evaluate the project, revealing a number of achievements and challenges.

Achievements

- **Procurement:** Throughout the five years of implementation, over 10,500 mt of food, valued at about US\$ 3.3 million, has been purchased from P4P-supported smallholder farmers. The food was purchased from an average of 1,500 farmers annually. To date, 51 FOs and 13 agro-dealers or small-scale traders have sold to WFP.
- **Sustainability:** FOs have increased their marketing capacity, selling nearly 11,000 mt to other buyers. Some organizations have started adding value to their crops by milling grains.
- **Capacity development:** Over 13,000 farmers, small traders and partners have been trained on issues such as marketing and commercialization, financial literacy, grain quality, post-harvest handling, storage and good agricultural practices.
- **Crop quality:** WFP procurement activities have raised awareness in rural areas about food quality, particularly regarding aflatoxin levels in maize.
- **Aggregation capacity:** FOs have been supported in the construction and rehabilitation of warehouses on a cost-sharing basis in order to increase storage space. Four FOs completed the construction of warehouses with capacities ranging from 450 mt to 900 mt, and 19 FOs are building permanent warehouses with a total capacity of over 7,000 mt.
- **Access to credit:** Loans valued at over US\$ 1 million have been accessed by 21 FOs in order to fund investments and commodity aggregation.
- **Resilience:** Drought-resistant crops, such as sorghum, pigeon peas and cowpeas have been promoted and locally purchased by WFP.



World Food Programme

For more information
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Mary Koisorio is a member of Schemers Community Based Organization.

"I've had a significant increase in yield per acre and have increased the amount of land farmed. In addition, I had only two dairy cows at the start of the project, but I have since bought 3 more. Now I am able to pay school fees for my children without a problem. Before, I was living in a semi-permanent house but I have constructed a permanent house using incomes obtained from agribusiness."

KEY PARTNERS

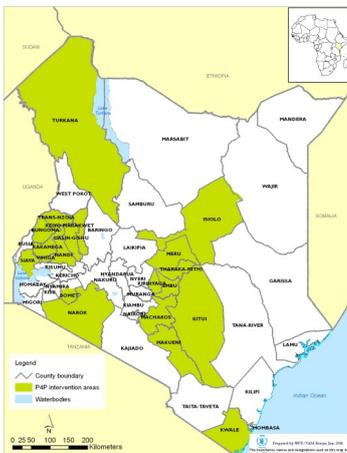
- Academic Model for Providing Access to Health (AMPATH)
- Agricultural Marketing Trust (AGMARK)
- Cereal Growers Association (CGA)
- ChildFund
- Eastern Africa Grain Council (EAGC)
- Equity Bank
- Food and Agriculture Organization of the United Nations (FAO)
- Lutheran World Relief (LWR)
- Netherlands Development Corporation (SNV)
- Partnership for Child Development (PCD)
- Rural Initiatives Development Programme (RIDEP)
- Sustainable Agriculture Community Development Programme (SACDEP)

Challenges

- **Price volatility:** High market prices often lead to side-selling by FOs, causing them to default on their WFP contracts.
- **Funding:** Incompatibility between harvest periods and availability of WFP funding often makes it difficult to procure grains from FOs.
- **Infrastructure and equipment:** Inadequate storage facilities and drying equipment limit farmers' capacity to effectively engage in the market.
- **Climate:** Erratic climatic conditions limit the quantities produced by smallholder farmers.
- **Collective marketing:** Many farmers are unaccustomed to marketing through FOs, as collective marketing is a relatively new concept in Kenya. Continued efforts are needed to strengthen FOs.
- **Capacity:** More capacity development is needed, particularly for women.
- **Gender:** Ensuring that women benefit economically is challenging, especially in male-headed households.
- **Quality:** Kenya has faced many challenges with food quality and safety due to high aflatoxin levels. P4P is currently addressing this challenge through joint initiatives with FAO and the Partnership for Aflatoxin Control in Africa (PACA).

Partnerships

In Kenya, P4P partners with the Ministry of Agriculture, Livestock and Fisheries (MOALF); local NGOs such as the Agricultural Marketing Development Trust (AGMARK); international NGOs like AMPATH and FAO; and farmers' associations like the Cereal Growers Association (CGA). Each partner provides diverse extension services to farmers to improve grain productivity, developing smallholder farmers' capacity to increase harvests, improve food quality, bulk commodities for commercial markets and access credit facilities. Partners play important roles in the identification of potential FO participants and carry out training in best agricultural management practices, post-harvest handling and quality assurance.



Read more about

[WFP in Kenya](#)

[From food beneficiaries to food suppliers](#)

[HIV-positive women sell to WFP](#)

[Female trader helps smallholders](#)

[P4P brings farmers together](#)

WFP ACTIVITIES IN KENYA:

WFP operations in Kenya are aligned with the second medium term plan (2013-2017) of Vision 2030, the national development blueprint and also support the Government of Kenya's efforts to implement all eight Millennium Development Goals. WFP activities support the government's efforts to build resilience and adaptation to climate change, to provide basic services such as education and to ensure the health and nutrition of food insecure communities. WFP also provides food assistance support to refugees. WFP contributes to agricultural and market development through regular local food procurement and Purchase for Progress. Strengthening the capacity of the government's home grown school feeding programme remains an important activity as part of the handover strategy to the national programme.