

# Empowering Small Holders In Kenya

November 2008

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[www.khekenya.com](http://www.khekenya.com)



# BACKGROUND

- Established in mid 60's
- Long established and infrastructural investment
- Lean business with large emphasis on local, management
- Weekly volumes to UK of 170t
- UK is biggest volume at 90%% of overall mix
- Crops include Fine Beans, Runners, Helda beans, Mangetout, Sugarsnaps, Dwarf Beans, Mixed packs, TSB, Chillies



# MISSION



Ensuring  
Quality and  
Food Safety



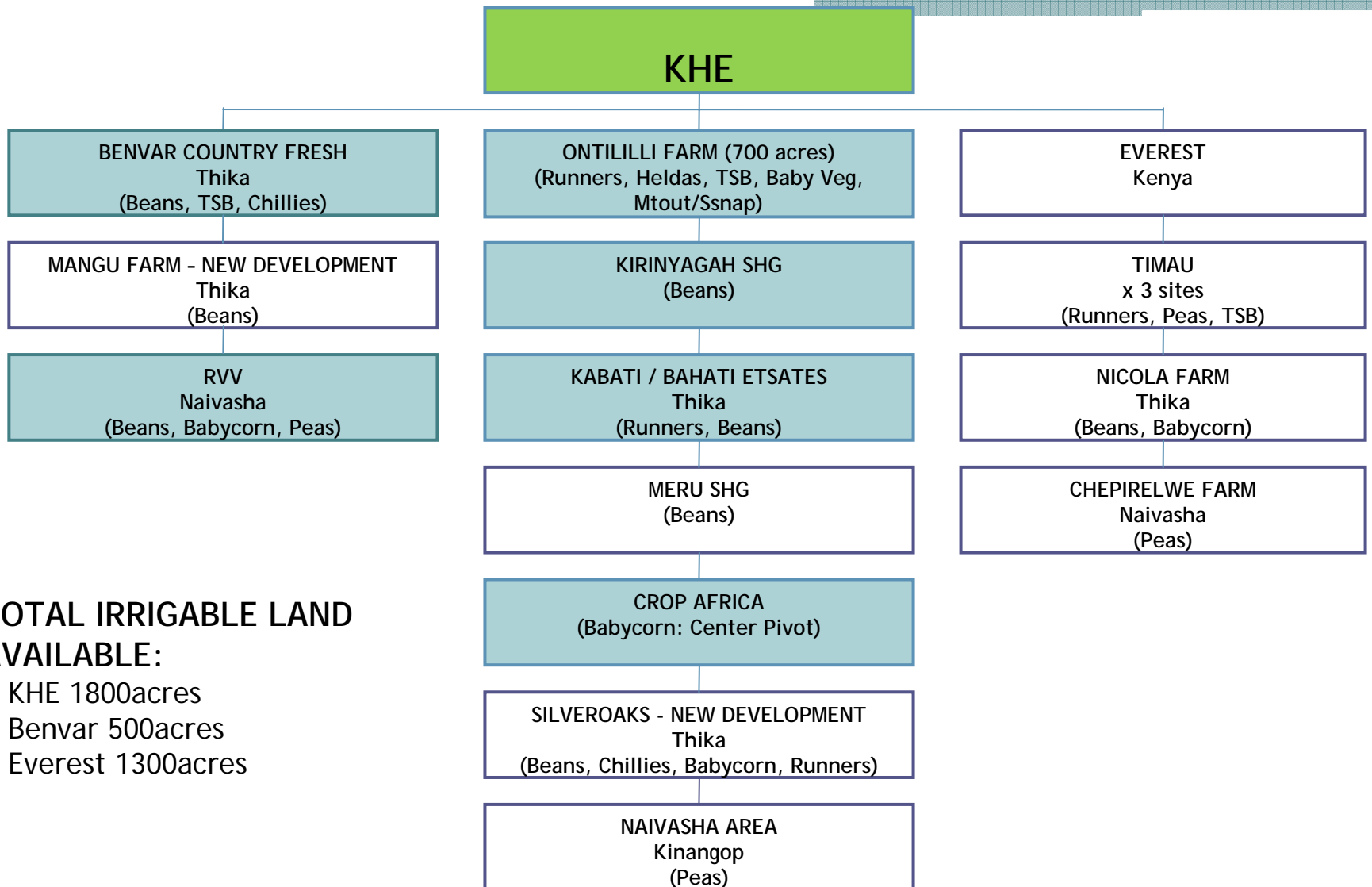
Enhancing  
Environment



Empowering  
Communities

To Be First Choice For Our Customers

# FARM INFRASTRUCTURE



## TOTAL IRRIGABLE LAND AVAILABLE:

- KHE 1800acres
- Benvar 500acres
- Everest 1300acres

# Small Holder Certification Challenges

- **No Market Access for Non Certified producers**
- **Farmer Mobilisation**
- **Cost Of infrastructure**
- **Poor Skills/Lack of Technological Know how**
- **Low Literacy levels Among Rural Farmers**



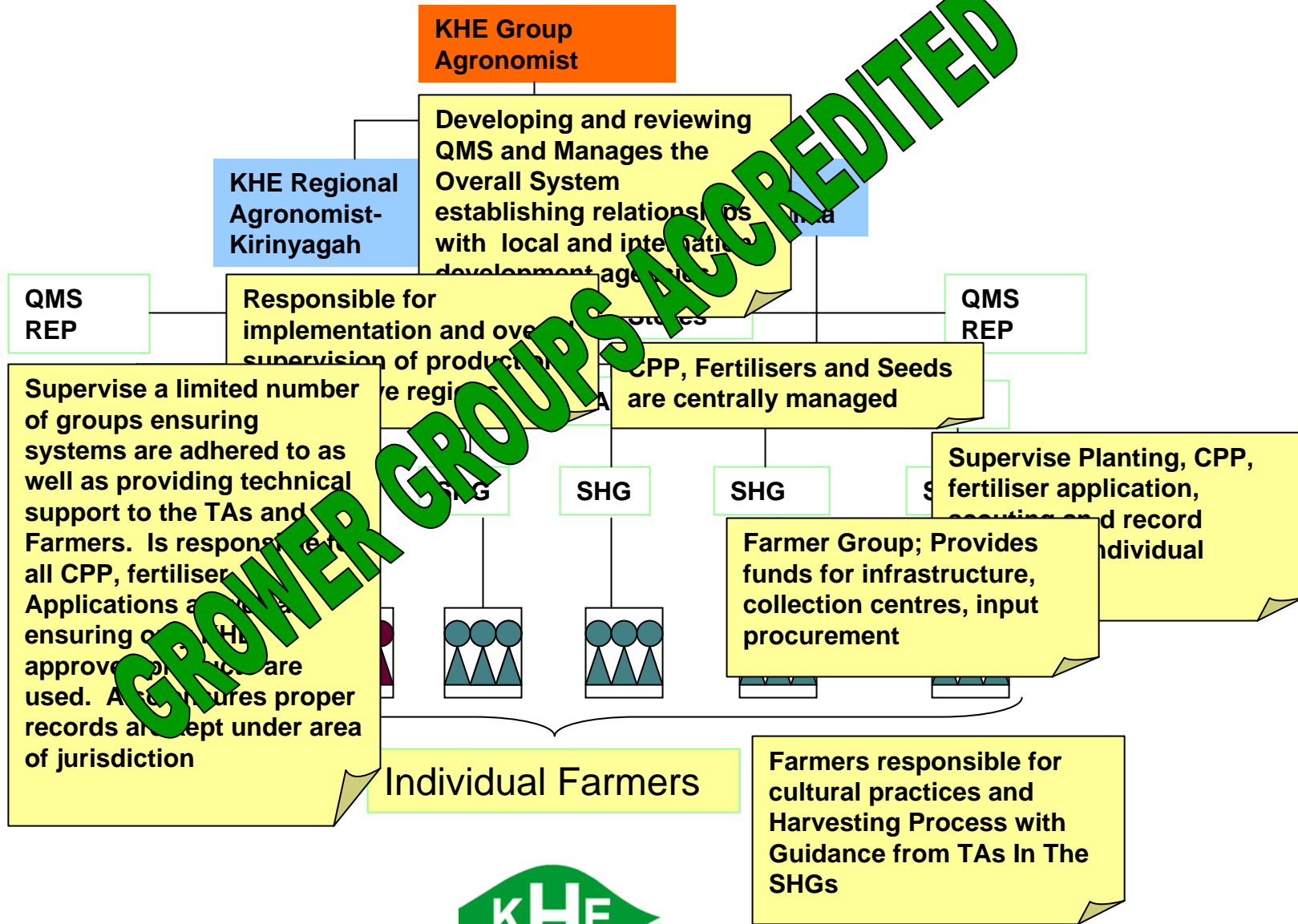
# Implementation

- Needs Assessment
- Developed Framework for implementation
- QMS Development, Testing and Implementation
- Trial Audits

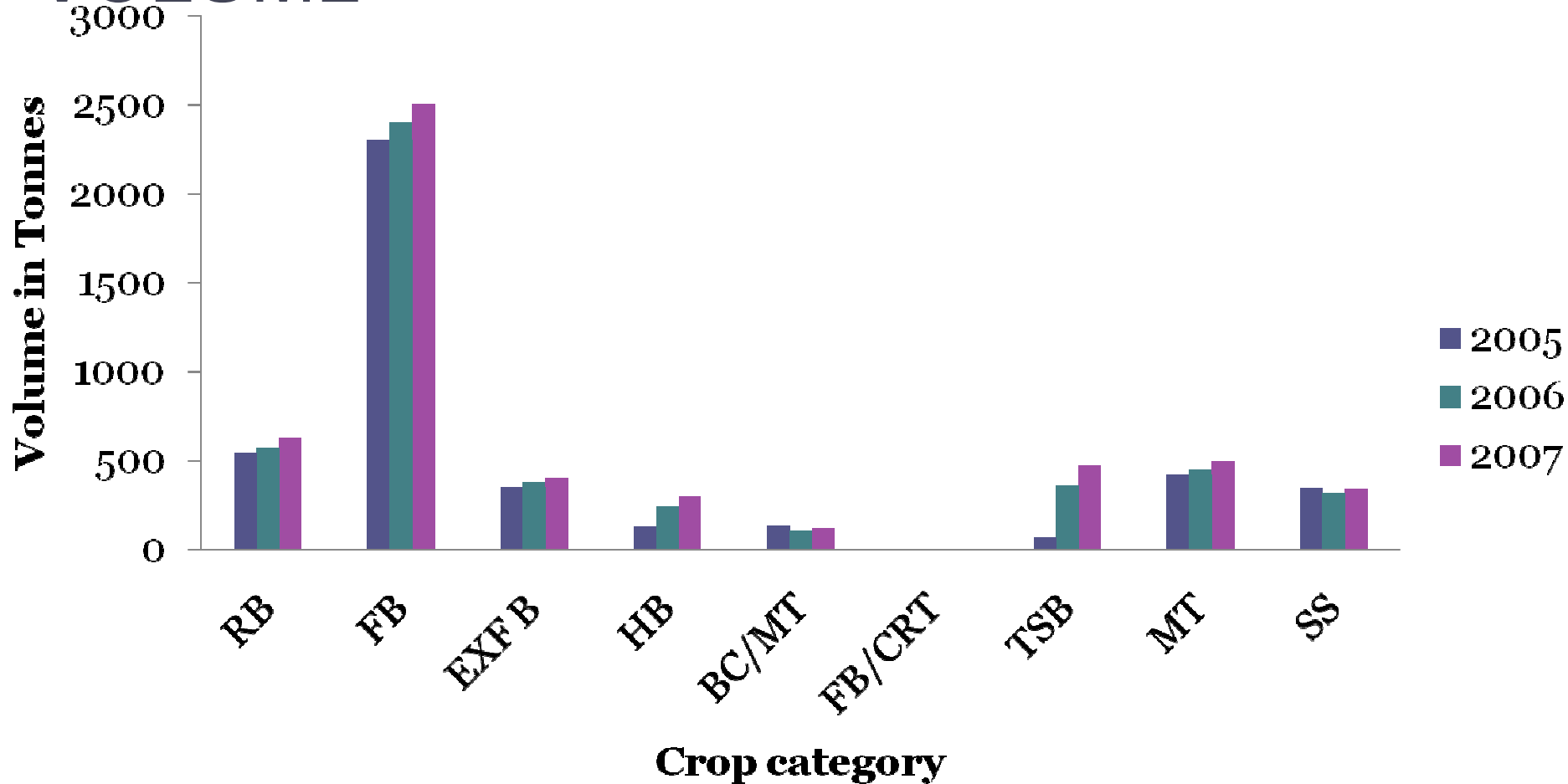
With Funding from EC (PIP), USAid, KHE and Farmer Contribution



# SHG - ORGANISATIONAL STRUCTURE



# CATEGORY GROWTH TRENDS IN VOLUME



# SUMMARY & OVERVIEW

- **Increasing costs** - Inputs on fertiliser, fuel, local salaries, inflation, freight recertification costs. Whilst everything is being done to absorb as much as possible it is inevitable some of this will have to feed through to consumer
- **Proliferation of PVS** -Most retail chains are asking for different standards to access/maintain market share
- **Challenge** to maintain Small Holder Suppliers in the ever evolving and Increasing demands
- Provides a unique opportunity for the Company to Engage in CSR