


KHE GROWING BASE PRESENTATION

SMALL HOLDER PERSPECTIVE





KHE GROWING BASE PRESENTATION

GROWING BASE: Spread in various AgroEcological Zones in Kenya

- KHE OPERATED FARMS
 - NANYUKI FARM:
 - BAHATI FARM
 - NDULA FARM
- OUTGROWERS: NETWORK OF SMALL HOLDER SCHEMES LOCATED IN-
 - THIKA
 - KIRINYAGAH
 - KINANGOP
 - MERU



Aim: Consistent year round production and minimising pesticide usage using IPM/ICM techniques



KHE GROWING BASE PRESENTATION

BAHATI FARM 22 HA



- TENDER STEM BROCCOLI
- RUNNER BEANS
- BABY CORN

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NDULA FARM 40 Ha

- Product Scope
 - Avocadoes
 - Chillies
 - Baby Corn
 - Fine Beans
 - Tender Stem

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OUTGROWERS

- KHE not only invests hugely into its own farms but also into many smaller farms in Kenya enabling more than 500 small holders to access the European Market with first class produce, grown to KHE standards
- The small Holders have undertaken to grow fresh produce for KHE
- Produce Scope : Fine beans, Baby Corn
- Provides a vital sustainable income for impoverished rural communities
- Huge spin offs in terms of social and community enrichment




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Kirinyagah Case History

- KHE rolled out QMS for both SH Schemes and Own operated in 2003
- Tested this with Karikoini SHG a 33 Member group run by a management committee comprising of the Chair, treasurer, Secretary and Committee Members.
- Growth trends in Kirinyagah:


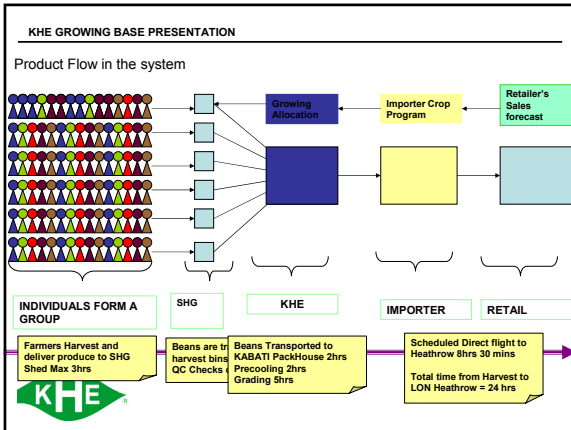
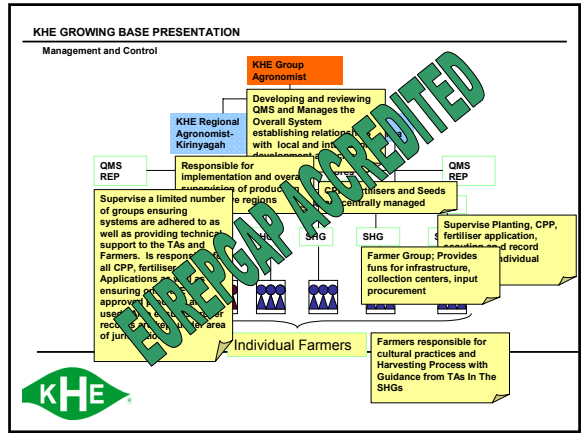
– Karikoini Green Growers	2003	33 Members	35 Ha
– Kanaro Horticultural group	2004	27	27 Ha
– Karimmigumo SHG	2004	32	39 Ha
– Magomano SHG	2004	33	35 Ha
– Nyangati SHG	2005	30	29 Ha
– Kaka SHG	2005	24	30 Ha
– Kanguka	2005	32	33 Ha
– Mbeti	2006	25	30 Ha
– <u>Kathanji</u>	2006	<u>30</u>	<u>32 Ha</u>
TOTAL		266	290 Ha



KHE GROWING BASE PRESENTATION
KHE Purchases from Kirinyagah OG from 2003 to Date

Year	2003	2004	2005	Earning to Sept 2006
AMT in MILLION KES	480,000	9,062,144.00	22,487,273.00	44,905,835

Projected Purchase for 2006 = 60,000,000
 Per Capita Gross Income = 225,600 (\$3000)
 Total Cost Of production = 80,000
 Per Capita Net Income = 145,600 (\$1950 v \$530 national average)


KHE GROWING BASE PRESENTATION
Management System

- Same quality standard maintained for Small Holders as KHE Farms
- The OGs are Trained to grow to accepted international Standards
- Seed is provided by KHE through agreed production schedules
- System is regularly checked by the KHE Agronomy team to ensure compliance and conformity




KHE GROWING BASE PRESENTATION
Pest and Disease management

- Central Spray System with Spray team carries out all CPP applications
- Groups Purchase CPP and Fertiliser directly from approved suppliers
- KHE agronomy Team in charge of all Scouting and CPP recommendations and applications
- Spray Team employed by the groups and are under supervision by KHE technical assistants
- Farmers are only responsible for cultural practices and harvest in the farm
- TA's Ensure compliance to KHE Food Safety Standards
- Random residues test done for each group twice a year



KHE GROWING BASE PRESENTATION
Strengths and Weaknesses

STRENGTHS	WEAKNESSES
<ul style="list-style-type: none"> • PRODUCTION RISK MANAGED EASILY THROUGH SMALL SCALE OPERATIONS • COST OF PRODUCTION RELATIVELY LOW COMPARED TO LARGE SCALE OPERATION DUE TO LOW/ NO OVERHEAD • CENTRAL MANAGEMENT SYSTEM ENSURES CONSISTENCY • EUROPGAP • FARMERS UNDERSTAND MARKET REQUIREMENTS AND STANDARDS • STRONG GROUP DYNAMICS AND SYNERGY 	<ul style="list-style-type: none"> • LOW LEVELS OF LITERACY • YOUTH STILL HAVE POOR PERCEPTION OF FARMING • POOR BUSINESS SKILLS • LEVEL OF TECHNICAL AND MANAGEMENT INPUT REQUIRED



KHE GROWING BASE PRESENTATION

FUTURE PROSPECTS

- ROLL OUT THIS BLUEPRINT TO OTHER AREAS
- PARTICIPATION IN COMMUNITY DEVELOPMENT ACTIVITIES THROUGH THE PRODUCE FUND
- INCREASE NUMBER OF GROUPS CERTIFIED
- PRODUCT DIVERSIFICATION

