GLOBALG.A.P. TOUR stop Conference Proceedings

Report prepared by Rootooba

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<tr>
<td>AAK</td>
<td>Agrochemicals Association of Kenya</td>
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<tr>
<td>AFA</td>
<td>Agriculture and Food Authority</td>
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<td>AFC</td>
<td>Agricultural Finance Corporation</td>
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<td>ASK</td>
<td>Avocado Society of Kenya</td>
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<td>ASTGS</td>
<td>Agricultural Sector Transformation and Growth Strategy</td>
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<td>ATVET</td>
<td>Agricultural, Technical and Vocational Education and Training</td>
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<td>AU</td>
<td>African Union</td>
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<td>CB</td>
<td>Certification Body</td>
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<td>COMESA</td>
<td>Common Market for Eastern and Southern Africa</td>
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<td>EAC</td>
<td>East African Community</td>
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<td>EUREPGAP</td>
<td>European Retailers Produce GAP</td>
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<td>FTF</td>
<td>Feed the Future Initiative</td>
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<td>FPEAK</td>
<td>Fresh Produce Exporters Association of Kenya</td>
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<td>GAPs</td>
<td>Good Agricultural Practices</td>
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<td>GDP</td>
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<td>Global Food Safety Initiative</td>
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<td>Horticultural Crops Directorate</td>
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<td>IPM</td>
<td>Integrated Pest Management</td>
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<td>KAA</td>
<td>Kenya Airports Authority</td>
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<td>KALRO</td>
<td>Kenya Agricultural and Livestock Research Organization</td>
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<td>KCSAP</td>
<td>Kenya Climate Smart Agriculture Project</td>
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<td>KEPHIS</td>
<td>Kenya Plant Health Inspectorate Service</td>
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<td>Kenya Crops and Dairy Market Systems Project</td>
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<td>IFC</td>
<td>International Finance Corporation</td>
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<td>MESPT</td>
<td>Micro Enterprise Support Programme Trust</td>
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<td>Maximum Residue Level</td>
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<td>NEMA</td>
<td>National Environment Management Authority</td>
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<td>Abbreviation</td>
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<td>NIR</td>
<td>Near Infra-Red</td>
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<td>NTWG</td>
<td>National Technical Working Group</td>
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<td>PCPB</td>
<td>Pest Control Products Board</td>
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<td>PFA</td>
<td>Primary Farm Assurance</td>
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<td>PIF</td>
<td>Partnership and Innovation Fund</td>
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<td>PHI</td>
<td>Pre-harvest interval</td>
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<td>Personal protective equipment</td>
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<td>Small-to-Medium Enterprise</td>
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<td>SPS</td>
<td>Sanitary and Phytosanitary Standards</td>
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<td>TIC</td>
<td>Tanzania Investment Center</td>
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<td>TEPZA</td>
<td>Tanzania Export Promotion Zones</td>
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<td>USAID</td>
<td>United States Agency for International Development</td>
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<td>VC</td>
<td>Value Chains</td>
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<td>Wageningen University</td>
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Executive Summary

The GLOBALG.A.P. Tour Conference was a three-day event aimed at bringing together diverse stakeholders with the objective of sharing experiences pertaining to institutionalization of good agricultural practices in the agricultural sector. The conference was attended by over 650 participants. The conference had several sessions including: GLOBALG.A.P. conceptualization, domestication and utilization of the Global GAP approach, sustainability in GLOBALG.A.P., social and environmental sustainability, support for value chain upgrading and compliance and financing such efforts. Welcome remarks were made by KALRO’s Deputy Director General – Crops, on behalf of the Director General KALRO, who invited the Principal Secretary (PS), State Department for Crops Development and Agricultural Research, Prof. Hamadi Boga to formally open the Conference. In his remarks, the PS emphasized the need for food safety at this time when there was heightened awareness on the issue and expressed his ministry’s support for such an event. Representatives from the AU, GLOBALG.A.P., and Koppert Biological Systems made statements of support and all expressed gratitude for having been invited to partner in this event. The roadmap to GLOBALG.A.P. was shared by FPEAK and the Vice President of GLOBALG.A.P. - both of them emphasizing on the need to inculcate good agricultural practices not for certification only but as a culture. The session on meeting standards featured presentations by a large-scale producer, a small-scale producer and Koppert Biological Systems who all shared their experiences in meeting GLOBALG.A.P. standards. This was capped by a panel discussion focusing on private and public sector linkages to support domestic and international trade. The session on sensitization and utilization of GLOBALG.A.P. comprised of presentations by the NTWG who shared their role, achievements, challenges and way forward. Other presentations were by farm assurers, auditors, testing services and experiences with piloting of localg.a.p. The sustainability session had presentations by FPEAK, PCPB and KEPHIS all of whom articulated their role in capacity building in their respective mandates. On social and environmental sustainability, Agrochemicals Association of Kenya elaborated their stewardship role from R&D all the way to disposal and shared their experience in training of 1060 Spray Service Providers. This was followed by Syngenta who shared their experience with the Good Growth Plan to promote safe use and handling of pesticides and their toll-free number for use by pesticide users. Support to value chain upgrading and compliance was shared by MESPT and KCDMS and IFC who have initiatives aimed at supporting various value chains. The NCBA shared the role of banks in financing agriculture and expressed the need for actors in the agricultural sector to share their needs more closely with the banks. The Nigerian and Ghanaian NTWGs also shared the status of GLOBALG.A.P. implementation in their countries.

In conclusion, all the presenters demonstrated their support towards ensuring that good agricultural practices are embraced in the various value chains. The presentations and panel discussions demonstrated the need for harmonious working relationships between the private and public sector actors to avail requisite information and services on a continuous basis.
1.0 OVERVIEW

GLOBALG.A.P. (www.globalgap.org) is an on-farm food safety system used worldwide in the fresh food supply chain. The demand by small and mid-scale producers in the Eastern Africa region to understand the relevance of the GLOBALG.A.P. system for international, regional and local markets is increasing with time. It is in this context that GLOBALG.A.P. partnered with Rootooba Limited to organize a GLOBALG.A.P. TOUR STOP in the region. The event took place from 30th October to 1st November, 2019 at KALRO Headquarters in Nairobi, Kenya. KALRO and Rootooba Limited co-hosted the event that offered a great opportunity for learning and networking. Over 650 participants, who included custodians of the standard, producers, input suppliers, farmer assurers, certification bodies, testing bodies, logistical supply chain actors, exporters, local and international retailers, development partners, policy makers and capacity building bodies, attended the conference and exhibition event on 30th and 31st October. Visits were made to selected field sites on 1st November by a section of the participants.

The proceedings of the Conference are reported here under various sessions. Session 1 covered introduction and conceptualization of GLOBALG.A.P. and comprises of welcome remarks, official opening, statements of support, the Kenya GLOBALG.A.P. roadmap and experiences of various stakeholders. This was followed by Session II on domestication and utilization of GLOBALG.A.P. approach which covered the experiences of the Kenya National Technical Working Group and their role in the formulation of the National Interpretation Guidelines; and the role of auditors and certification bodies. Session III delved into sustainability in GLOBALG.A.P., support for value chain upgrading and compliance; and value chain financing. Session IV presents the Conference highlights and the official closing remarks by the Director, Agriculture and Food Authority. Presentations made by key speakers are accessible from www.globalgap.org.

2.0 SESSION 1: INTRODUCTION AND CONCEPTUALIZATION OF GLOBAL – GAP

2.1 Welcome and opening remarks

(i) Welcome remarks - Dr. Felister Makini, Deputy Director General, Crops - KALRO

Dr. Felister Makini, welcomed the Chief Guest, Prof. Hamadi Boga, Principal Secretary, Crops Development and Agricultural Research, Ministry of Agriculture, Livestock and Fisheries; Heads of Institutions and Delegates to the GLOBALG.A.P. Tour Stop Conference that brought together a significant representation of global leaders and experts in agricultural produce standards, food safety and access to markets.

Dr. Makini outlined KALRO’s mandate and the organization ideals, their relevance and connection to hosting of the GLOBALG.A.P. event. She said, KALRO’s research work spans several decades through the predecessor institutions, namely: the former Kenya...
Agricultural Research Institute (KARI), former Tea Research Foundation of Kenya (TRFK), former Coffee Research Foundation (CRF) and former Kenya Sugar Research Foundation (KESREF). These institutions were merged through the KALRO Act of January 2013 to form KALRO, which is now the premier national research organization in Kenya’s agriculture with the following mandate:

- To promote, streamline, co-ordinate and regulate research in crops, livestock, genetic resources, biotechnology and animal diseases;
- To expedite equitable access to research information, resources and technologies and promote the application of research findings and developed technologies in the field of agriculture and livestock.

As KALRO develops, validates and promote technologies and innovations to address various challenges faced by farmers and other stakeholders in the agricultural sector, she is alive to the need for environmental friendliness and sustainability. These aspects are part and parcel of the research agenda, which aims to value-add and upgrade the various value chains under her mandate.

This particular event addressed the crops scope of GLOBALG.A.P. An exploration of the crops covered by GLOBALG.A.P. standards showcased categories such as fruits, vegetables, field/food crops, flowers and tea, among others. It was worth noting that KALRO had specialized crop-based research institutes with research and service mandates for each of the categories. In view of this observation, there were common grounds in which KALRO could partner with GLOBALG.A.P. and its collaborators. Further, KALRO had livestock research institutes - dairy, beef, sheep and goats, apiculture, poultry and other non-ruminants that could be mobilized to make significant contributions to the livestock scope of GLOBALG.A.P. She welcomed GLOBALG.A.P. to consider the hosting of a livestock event, similar to the current one.

The DDG noted that KALRO had 16 research institutes under which collectively were 51 research centres and sub-centres. These were located in all regions of Kenya, thereby providing a strategic distribution that enabled KALRO to deliver on its mandate at both the national and county levels. She encouraged stakeholders, including those present in the forum, to leverage on the comparative advantage of the geographical spread of KALRO’s research infrastructure. She stressed on leveraging on the opportunity for collaboration and synergy towards achieving progress in the agricultural sector. The benefits could be maximized through good agricultural practices that enable producers and other actors to meet acceptable standards for various commodities, both for home consumption and trade. In addition, KALRO has cross-cutting research themes in crop health, soil and water management, environment and climate change management, policy and socioeconomics mobilization that support the commodity programs. These are pivotal to good agricultural practices. She encouraged all stakeholders to partner with KALRO, in addressing key challenges that negate the efforts for achievement of high-quality agricultural produce, food safety and access to markets.

The DDG concluded by emphasizing that KALRO recognized the importance of food safety, agribusiness and markets access for producers, and had committed resources
towards supporting the Conference. She commended the organizers, in particular Rootooba, GLOBALG.A.P. representatives and KALRO staff for the preparations and coordination that brought the Conference to fruition. Once again, she urged all to feel highly welcome to KALRO and to the GLOBALG.A.P. Tour Stop Conference in Eastern Africa.

(ii) Opening Remarks – Prof. Hamadi Boga, Permanent Secretary State Department for Crops Development and Agricultural Research

Prof. Hamadi Boga highlighted the significance of the Conference owing to recent concerns on food safety. In an effort to address food safety, Agriculture and Food Authority (AFA), an authority under his docket had published the Crops Regulations. He pointed out that some controversy had arisen from the regulations, mainly due to misrepresentation of facts, for instance on restraining the use of manure in farming. He explained that the media and policy makers, in their advocacy efforts, omitted the word “raw” changing the focus of the legislation. Such incidences were a contradiction in the efforts of addressing food safety and could easily derail growers who are ready to apply good agricultural practices (GAP).

The importance of having up-to-date information on the state of affairs regarding food safety was reiterated, as this enable the producers, regulators and consumers to engage in fair debate in influencing policy and minimizing information asymmetry.

The PS noted that the Ministry of Agriculture, Livestock and Fisheries had published the Agricultural Sector Transformation and Growth Strategy (ASTGS) which has two pillars with respect to small holders. These are efforts to support smallholder farmers with inputs to enable their participation in the sector. Capacity building is key in this support and organizations like KALRO remained key in imparting the needed capacity to the value chain actors. Capacity building was important towards achievement of 100% food and nutrition security and increased incomes to farmers. The Ministry was open to partner with stakeholders to promote GAPs and enable farmers produce to meet market requirements, and subsequently high-quality food that is safe and nutritious.

The second relevant pillar was resilience to climate change, including insurance. The pillar focuses on cushioning the value chain (VC) actors from losses by enabling them to spring back into business as a result of adverse environmental conditions, as well as adopting to climate smart technologies.

Key to addressing agricultural issues was availability and access to information. Data and science outputs remained important to inform GAPs, so that their implementation can be guided by knowledge and information that is easily accessible. To facilitate this process, KALRO hosts the big data platform funded by World Bank under the Kenya Climate Smart Agriculture Project (KCSAP), where all available data could be easily accessed.

The Ministry was also pushing for registration of crops and livestock farmers to enable traceability. Kenya has approximately 9 million small-scale farmers who are at varying levels of development. He emphasized the Government’s commitment to providing an enabling environment to bridge the gap for all. Private and public sectors needed to work together in this and he reiterated the Ministry’s support to such initiatives. Prof. Boga
urged all stakeholders present to read the ASTGS for investment opportunities in line with President Uhuru Kenyatta’s Big 4 Agenda.

2.2 Statements of support

(i) Ms. Diana Akullo, Representative African Union

She emphasized the importance of the GLOBALG.A.P. TOUR Conference in the region aimed at deliberating on food safety standards, not just for the export market, but also the domestic market. She expressed the view that by focusing on food safety in the local market, medical expenses incurred due to consumption of unsafe foods could be avoided. She reiterated the AU’s commitment to issues of food safety and its intention to continue supporting researchers, policy makers, standard setting bodies and others in their efforts to maintain high food standards. She said that this event marks a new chapter for sanitary and phytosanitary standards (SPS) in the region and is in line with the Malabo declaration that encourages public-private partnerships and support to agriculture in the AU member states. She reiterated AU’s gratitude for being invited to partner towards supporting this event and KALRO for offering to host the event at their premises.

(ii) Mr. Charles Macharia, General Manager, Koppert Biological Systems Limited

He expressed Koppert’s gratitude for the invitation to partner in the organization of this Conference. He stated the role played by Koppert biological systems towards helping producers especially Fresh Produce Exporters Association of Kenya (FPEAK) members and others within the various supply chains to implement GLOBALG.A.P.

2.3 Kenya and GLOBALG.A.P. – The Roadmap

Mr. Apollo Owuor, Chairman, - Fresh Produce Exporters Association of Kenya

Mr. Apollo Owuor introduced FPEAK as an association that helps members to address various issues pertaining to the fresh produce export industry. FPEAK was formed to enable the local producers and exporters access the international food market opportunities, amid the strict regulations, and increasing consumer demand for safe fresh produce. One area that the association had played a key role, was assistance to members to implement GLOBALG.A.P. He added that at the introduction of GLOBALG.A.P. (EUREGAP), the Association had no idea about certification but over time the capacity has been built, with growing focus on traceability and, social and environmental standards. It had become necessary to embrace structured standardization processes that demonstrated due diligence and that can interrogate the farming process to provide the level of assurance that the associations members’ products are of high quality with significant contribution to environmental sustainability. He noted that GLOBALG.A.P. had become an important facilitator of trade rather than a barrier which had helped to register the KES 153 billion that has been realized from the horticulture sector in Kenya. He noted that GLOBALG.A.P. implementation in Kenya has grown, having started with no local
auditors, hence a very costly process, to the current scenario where there is healthy competition among the auditors. Previously, producers relied on auditors from South Africa and the United Kingdom. He thanked the GlobalG.A.P Tour Stop organizers and expressed the hope that the deliberations that will take place in the next two days would be useful both to those who are already applying the standards as well as those who are introducing them to their operations.

2.4 Relevance of GLOBALG.A.P. to local and international markets

Flavio Alzueta, Vice President and Chief Marketing Officer, GLOBALG.A.P.

Mr. Flavio Alzueta introduced GLOBALG.A.P. as an important player in the agricultural industry. GLOBALG.A.P. is a not-for-profit organization that facilitates the actors in the supply chain to apply the requisite standards to ensure that safe products are availed. It started as a science-based research organization but has now expanded to include market development. GLOBALG.A.P. sets voluntary standards for the certification of agricultural products around the globe – and more and more producers, suppliers and buyers are harmonizing their certification standards to match.

Membership to GLOBALG.A.P. is wide with over 450 voluntary members who form the community that includes supermarkets, food service industry and retailers, input suppliers and growers. The main products include localg.a.p. GLOBALG.A.P., and GLOBALG.A.P. Add-on Modules. There are over 208,000 certified producers in 135 countries. In Africa, the share of certified producers is 19.74%.

GLOBALG.A.P. continues to grow in polarity, and focuses on understanding the complexity of the global arena to manage and respond to the concerns. It is not a mere certification body but focuses on promoting good agricultural practices. Flavio also noted that GLOBALG.A.P. has a regional office in Kenya.

2.5 Key drivers of Food Safety, Food Quality, Traceability and Sustainability in international markets

Jim Jefcoate, Director at Hurdle tree Associates (Former GLOBALG.A.P. Board member)

GLOBALG.A.P. has a huge database that is accessible to retailers. The GAP numbers are developed sequentially hence one cannot forge a number for themselves.

- Previous perception and drivers were that everything as far as retail is concerned is solved through auditing
- Initial retail standards of UK started as far back as 1948
- Food Safety Act of UK (1990) adopted a policy of strict liability – The service provider, in the midst of a scare could only prove their innocence by providing information that they had taken all precautionary standards and had all due diligence
- In 1997 EUREPGAP (European Retailers Produce GAP) was developed and launched; changed in 2007 to GLOBALG.A.P.
• Moving forward there was a need to consider replacing Assurance Schemes with a Quality Culture, while challenging GLOBALG.A.P. to become more fit for purpose, for example making use of digital solutions.

2.6 Meeting standards and maintaining markets – Our experience

(i) George Akida, Exports Manager-Africado Ltd., Tanzania

Africado is an avocado production and exporting farm, established in 2007 from what was previously a coffee farm (established in 1952). The firm has 132 ha under avocado variety Hass and another 200 ha of various varieties being established. The farm is located in Northern Tanzania between Mt. Kilimanjaro and Mt. Meru. The farm has grown through linkages with and technical support from larger avocado producers in South Africa. Africado has an out-grower scheme with producers who are paid based on the world market prices. In 2013 Africado constructed their pack house and have more than 200 employees. The plan is to eventually have 800 employees. Africado faced diverse challenges and has so far won a Golden label and an award in the global market. Africado’s growth has been steered by any factors that include: Suitable farming site – Farm with red volcanic soils and ideal climate; Training & development programs; Approved and highly rated certification bodies (CBs); Focus on the market requirements; in house capacity in the form of two trained Farm Assurers; value for customer feedback; Good & long-term environmental management systems; efficient resource utilization – Water, land, labour; manageable & sustainable systems – not just for audits; and Occupational safety & health standards.

(ii) Mrs. Jane Kaleha Pamba, Director, Rehani Fresh Ltd. Small scale Producer

Rehani fresh farm is a small-scale herbs producer that was established in 2017 by Mr. and Mrs. Pamba after several years of growing onions and tomatoes with no knowledge of standards and safety requirement. The greatest challenge in establishing herbs production for export was limited access to information. They tried to get information from large-scale farms but they were unwilling to share information. Although they finally got linkages to an external market, they lost KES 700,000 (about USD 7000) in the process. Currently they are growing Basil, Chives, Tarragon and mint.

The initiative for herbs production was started with 12 greenhouses but currently have 48 greenhouses and a refrigerated truck. This has ensured consistent supply of products to the established market. GLOBALG.A.P. is the best thing that has enabled them to penetrate the export market. GLOBALG.A.P. has assisted in compliance environmental standards. Challenges associated with the venture:

• Lack of information
• Lack of certified pest control products for herbs within the country. Currently they are using products certified by the buyer in the destination market.
• Access to European markets – currently, without funding, it is difficult for the youth (and other growers) to access these markets.
• Exploitation by European brokers – when the product is rejected at destination, it is impossible to get it back and hence the loss is heavier. In some instances, it is clear that the rejection was not legitimate but a means for the brokers to avoid paying the producer for products delivered.

2.7 The role of biological control and Integrated Pest Management (IPM) in achieving certification and compliance

Mr Charles Macharia, General Manager, Koppert Biological Systems

Koppert Biological Systems is a Dutch company set up in 1967 by a farmer Jan Koppert to address cucumber pest management due to ineffectiveness of the pesticides and an allergic reaction by the farmer to the pesticides. The Company operates in over 30 countries and its products are used in 120 countries. Initial focus was on growers and propagators but post 2016, increased focus to cover entire value chains. Koppert’s theme is ‘we partner with nature to make agriculture safe’ and have focused on development of biological control products. Koppert believes in advancing an integrated management system as an integral part of GAP and provides IPM solutions as well as application and monitoring tools.

2.8 Panel Discussions – Public–private linkages to support local and international trade in safe fresh produce

Moderator – Stephen Muchiri

Panelists
• Mr. Flavio Alzueta – VP &Chief Marketing Officer, GLOBALGAP
• Mr. George Akida - Africado
• Mr. Jim Jeffcoate – Hurdletree Associates
• Mrs. Jane Kaleha – Director, Rehani Fresh Ltd – Small producer
• Mr. Bernard Ondanje - HCD
• Mrs. Pamela Kibwage - KEPHIS

Q1: According to your presentation, the weakest link in the entire chain, the one most disadvantaged, is the farmer. Policy and institutional challenges such as taxation, air freight result in declining number of food producers. Will international sourcing of markets be sustainable in the future?

Response (Jim Jefcoate)

• In its current format, it is not sustainable. However, it is important to note that producers and consumers are the only mandatory players in the food chain. The rest are dispensable, yet they are often the greatest beneficiaries.

• Whereas consumers are justified in pushing the need for standards, there are other players responsible for the unsustainability. How do we reduce risk from being pushed down to the farmer? The pendulum will move to be more of a supply market rather than buyers’ market. Suppliers are moving to markets with less demand and less
paying markets (traditional market) and this will give more power to farming and supply chain. Growers should not wait for it to happen but embrace technology and prepare to adapt/react to the highest market available.

**Q2:** Sitting at GG provides a bird’s eye view of what is happening in the supermarkets (retailers) and growers. What are the food safety concerns currently and in future that growers and governments need to be aware of? What partnerships should they invest in?

**Response (Jim Jefcoate)**

- The greatest issue now is food fraud and can be related to food safety. Consumers want to get value for money and continue to demand more information about the products they buy. Fraudulently supplied products impact negatively on the integrity and reputation of the supplier.

- Adopting culturally embedded ways of dealing with food fraud issues; ways that are more sustainable and better help to curb the vice. In the long run demand will increase and thereafter, strategic placement of the products in the market will be beneficial to the suppliers.

**Q3:** What has been the role of the Government of Tanzania in supporting growth of the company? What would it have done better that would have changed the company’s bottom line?

**Response (George Akida)**

- Government support in coming up with the right policies and enabling environment is very important for companies to make profit. The Government of Tanzania has done very well, but there is room for improvement. The Tanzania Investment Center (TIC) and the Tanzania Export Promotion Zones (TEPZA) provide the platforms, the policies and frameworks that create enabling environments for new investment. However, the costs of operation increase when one has to deal with the different arms of government (e.g. local government by-laws that conflict at times with national government; taxes at different levels) making the break-even period much longer.

- For plant protection products, it is harder to register products within the country. The process is long and takes up to four years making it costly for the investor. Government needs to be alert to accommodate the changes.

**Q4:** Based on your journey and armed with the knowledge you have currently on export market, what should be put in place to make the process easier for new farmers? Who would intervene to protect farmers and maybe provide the linkage with suppliers? What has been the role of government?

**Response (Jane Kaleha Pamba)**

- Since there is no established framework or one-stop shop for information, the important thing is to visit growers in your field and of your scale who are already accessing the markets. Listen out to the challenges especially on markets and prices as these are the major causes of many firms/farms closing down.
The government is best placed to provide farmers with knowledge and information and linkages. However, in some instances some government employees take advantage of the new producers and exploit them through high charges and limited feedback information.

Q5: Many products find their way from Kenya to other countries in the continent, providing a market opportunity. From Horticulture Crops Directorate (HCD) perspective and considering the regional market, what is the role of HCD to ensure that farmers are formalized into the existing opportunities in the regional market?

Response (Bernard Ondanje - HCD)

• HCD is one of the government Directorates under Agriculture and Food Authority (AFA) with a mandate to facilitate horticultural trade through inspection and certification. The Authority has the mandate for ensuring food safety by ensuring compliance to the required standards for both local and international markets. Kenya has developed the Kenya Standard 1758 (KS: 1758), a domestic standard that ensures food safety for local consumption and trade. The Standard spells the code of practice and was developed through a participatory process.

• Regarding opportunities, the EAC, COMESA and AU markets currently compare favorably with the EU market. It provides an almost sufficient market size for all that is produced. However, each market has its requirements and standards which are fairly observed by the producers.

Q6: What is the role of KEPHIS in relation to compliance, exports and international market?

Response: Pamela Kibwage – (KEPHIS)

• The main mandate of KEPHIS is on plant health issues for both exports and imports through official exit and border points. KEPHIS focuses on phytosanitary checks, after which HCD provides certification. Based on challenges affecting the industry, KEPHIS might go to farms for inspection, particularly where there is no effective traceability among producers and exporters. In some cases, KEPHIS offers trainings at farm-level.

• The challenge has been on traceability and integrity. It is not always guaranteed that an inspected farm will be the source of the actual products exported.

Q7. What can you advise other small-scale farmers on how to be more prepared and responsive to GLOBALG.A.P. requirements? How large should the farm be? How can we get customers?
Response: (Jane – Rehani Fresh Ltd)

- Before getting into production, learn the requirements of the target market. Ignorance and lack of information is very costly to the farmer. On size of farm, this is dependent on crop to be grown. One needs to ensure that the farm size guarantees production of the minimum volumes required for shipment and consistency in supply.

Q8. There are some crops without registered pesticides, how should this be addressed with regard to certification?

Response: (Angela Filotico, DNVGL)

- Certifiers are bound by regulations and therefore they cannot certify crops using products not registered locally.

Q9: We are GLOBALG.A.P. compliant but the price of our products has remained low and it seems the certification does not help. Buyers seem to collude on the prices to offer farmers. Who should intervene?

Response: (Bernard Ondanje - HCD)

- Certification is not just about the price but about the safety of the product you provide to the market. The price offered to producers comes from a process of negotiation; and as an individual grower, it is not easy to negotiate for favorable prices. However, as a group, it is possible to negotiate a good price. As an organization, HCD can provide the global price trends but not necessarily fixing the price. Farmer organizations like FPEAK can assist in price negotiations. Additionally, when signing the contracts, there is need for a HCD staff witness. Farmers are free to accept or reject the prices offered.

Q.10 How do we sustain our farms when most of the certification bodies claim that involvement of children in farm activities is construed to practicing child labour? How will young people come back to farming later if they are not involved in the early years?

Response: (Jim Jefcoate)

- We have no obvious solutions for engaging youth in agriculture. However, with economic growth and rise in middle class, there will be more demand for quality food and if sustainable, this will result in high value producers moving back to high value agriculture leveraging on technology, and that is where youth may be engaged.
- The message to any small farmer is to aggregate and also use technology because without this, it will be impossible to make it in the supply chain.

3.0 SESSION II - DOMESTICATION AND UTILIZATION OF THE GLOBALG.A.P. APPROACH

The session covered how GLOBALG.A.P approach has been domesticated and utilized in Kenya, including aspects related to development of the national interpretation guidelines to detailing the services available for local and export markets under GLOBALG.A.P. Presentations were given from the perspective of farm assurers,
GLOBALG.A.P Auditor, testing services, and experiences in piloting localg.a.p. implementation.

3.1 National Interpretation Guidelines (NIG) for GlobalG.A.P standards for Kenya

Dr. Andrew Edema, Chairman-National Technical Working Group

The National Technical Working Group (NTWG) in Kenya started operations in March 2005 but in 2012 went into a recess until 2017. The recess was occasioned by hosting arrangements that were eventually addressed and currently the NTWG is hosted at FPEAK.

NTWG is made up of representatives from the industry (private sector, Government agencies and development partners), who understand the actual issues facing the stakeholders and, therefore, able to adapt the regulations to country context. NTWG produces national interpretation guidelines that provide the framework for easy and cost-effective approaches for implementation of the GLOBALG.A.P. standards. NTWG tries to understand the standards’ perspectives and harmonizes the same with the local context of the implementer.

Due to policy and legal challenges encountered in enforcing compliance of GLOBALG.A.P. market standard, the Government developed Kenya Standards 1758 Part 1 for flowers and also KS 1758 - Part 2 for fruits and vegetables. NTWG was instrumental in this process. Part 1 of the Standard on flowers is a robust standard and borrowed heavily from GLOBALG.A.P. NTWG interpretation for social compliance to GRASP has ensured alignment to the national labour and employment legislation. The implementation of Part 2 for food and vegetables has been a challenge due to limited of capacity by many small growers and other value chain actors.

3.2 GLOBALG.A.P. Services for Local and Export Markets

(i) GLOBALG.A.P. Services - Jennifer Mbuvi, Commercial Account Manager, GLOBALG.A.P., East Africa Region

GLOBALG.A.P. is Global Food Safety Initiative (GFSI) recognized and is internationally renowned for its lead on good agricultural practices (GAP). The organization has over 20 years of experience and existence and offers over 40 Products and Services. GLOBALG.A.P. is in constant consultations with its stakeholders to accommodate the diversity of its members, to customize its products for its clientele. GLOBALG.A.P. is more than just certification.

The main products offered include localg.a.p., GLOBALG.A.P. and GLOBALG.A.P. Add-on Modules. GLOBALG.A.P. has over 40 Standards and programs, and over 208,000 certified producers in more than 135 countries. The standard covers 400 crops, livestock and aquaculture products. There are 210,798 certified producers for fruit and vegetables worldwide and 19.74% of these producers are in Africa. Kenya is among the top ten
countries in Africa with 246 certificate holders. Other services include awareness raising and capacity building.

GLOBALG.A.P. is encouraging countries to develop the localg.a.p. as the primary farmer assurance standard. This helps farmers start at beginners’ level and move up through the Primary Farm Assurance (PFA) towards GLOBALG.A.P. as localg.a.p. is not a certification but a capacity building program.

(ii) Role of Farm Assurer – Ruth Nyaga, Food Safety Consultant

As a farm assurer, the approach adopted is to unpack GLOBALG.A.P. into its constituent parts in order to identify what standard is required and what the farmer is able to do. Most farmers require to understand operational farm safety standards, rather than just seek certification. An example of recall and withdrawal procedure– many farmers wonder how such operations are practiced and yet they are not in control of the export process. Minimum Residue Level (MRL) is also of concern and requires a risk-based approach. The question is, which crop should be sampled - the sample delivered by the farmer or a random sample identified by the assurer. The issue of identifying which season is focused on, and not just being broad and covering long periods. These are issues the NTWG could address. The idea is not to police but help to better production process. Focus should be more on the system rather than certification and meeting a set of checks.

(iii) GLOBALG.A.P. Certification Process - Janet Maundu, Auditor Africert Ltd.

Africert is a Certification body accredited by DAKKS that conducts sustainability agriculture quality management systems audit, social audits and food safety related audits. The firm has offices in Kenya, Ghana, Ivory Coast and will be soon opening one in Rwanda. The purpose of carrying out GLOBALG.A.P. audits are to ensure compliance to the general regulations, crop rules and checklist criteria for current GLOBALG.A.P. standards; market requirements; countries regulations; and food safety requirements.

Audits are undertaken by auditing firms that have signed a license agreement with GLOBALG.A.P. Producers are free to use the services of any of the listed/approved firms by GLOBALG.A.P. Audit is conducted as per audit plan and complying with current checklist criteria for crop rules and general regulations. To get certified, the firm must have 100% major must compliance and 95% minor must compliance. Misuse of GLOBALG.A.P. number results in suspension for one year while double registration by clients attracts a penalty. Audit firms also conduct unannounced audit of farms to check for problems that may not be identified within the scheduled audit.

It is Important for producers to understand that even if they don’t declare use of chemicals, traces can still be detected by the customers and regulatory agencies in the export market.
Along the food supply chain, every player needs to be aware of the actions of the other actors. Food production is not a physical passage but every product is carrying the history of its traceability. Tracing food throughout the food chain is very important for the protection of consumers. As transformation occurs the risks and hazards also increase. Contaminated raw materials pollute the entire chain regardless of adherence to handling of product by subsequent actors. There is therefore the legal responsibility, where each actor is responsible not only for their actions (due diligence) but also of the actions of the preceding actors (those handling the product before) as any malpractices will mirror on the product being handled.

The systematic implementation of good agricultural practices during on-farm production and post-production processes provides assurance of safe food supply. GLOBALG.A.P. is a risk-based standard that is founded on risk assessments to inform actions. However, it’s worth noting that the risk assessments are scope, farm/site and product specific. The importance of documentation in these processes cannot be understated as it: (i) helps one remember the steps taken (ii) one can go back and learn lessons/make correction and (iii) replication of the action in future.

Testing Services - Wycliff Sunda, Business Manager, Agriculture, Food and Life Consumer and Retail

SGS is a multinational company which provides testing, verification and certification services. The Company provides integrated solutions across the value chain that include agri-testing services for soil, plant tissues, irrigation water, fertigation water, fertilizer, agrochemicals and pesticides residues in meat, milk honey, eggs, fruits, vegetables, fish, vegetable oils and tea.

Verification and certification incorporate compliance audits to ascertain that the input product composition given are a true representation of the product itself. Through testing, verification and certification services, SGS contributes to building of trust and integrity of customers’ brands, facilitating access to new markets and ensuring customer satisfaction.

localg.a.p. - Joyce Gema, Managing Director, Tradecare Africa Limited

Tradecare Africa Limited is integrating localg.a.p. for fruits and vegetables through the 3R Project a collaboration between Tradecare Africa and Wageningen University (WUR). Kenya has a critical mass of farmers who have knowledge and desire to produce in a standardized and safe way. This led to the piloting of the localg.a.p. development initiative. localg.a.p. focuses more on food safety and environmental protection, the most pressing problem in the current production systems, and introduces good agricultural practices.

While GLOBALG.A.P. has addressed export produce, the challenge is related to what is being consumed locally. localg.a.p. has 87 control points as compared to 300 control
points in GLOBALG.A.P. The focus is how to introduce good practices in local production to ensure that what is consumed is safe for consumption and also for the environment. The 3R Project is working with farmers in Nakuru, Kirinyaga, Kajiado. Studies have shown that it costs KES 300.00 to provide personalized extension services and if farmers are grouped, they can be provided with good quality extension services.

Majority of consumers believe that it is possible to identify poor quality by visual assessment. Consumers are not willing to pay high price for high quality and traceability and farmers are not willing to invest in standards if it does not translate to increased profit. However, it is now possible to capitalize on the sensitization that has been done in the Kenyan market - a business case (the market is primed for food safety and needs to be converted to opportunity for the farmers). Farmers can easily begin with localg.a.p that has easy and lesser steps and incrementally farmers can graduate to GLOBALG.A.P. By December 2019 it will be possible to have publication and also recommendations on what it will take to establish systems and move the conversation to a point where the country can come up with policy and implementation frameworks for localg.a.p.

3.3 Question and Answer Session

Q1: Can localg.a.p. help small farmers to get certificates that will gradually lead to the GLOBALG.A.P. certificates?

Response: (Jennifer Mbuvi)

- Local GAP has 84 requirements at first tier to 128 at second tier and final tier is 228 requirements. Note that localg.a.p. is not a lower certification; it just allows farmers to get in, start small and grow into the GLOBALG.A.P standard.

Q2: How is dishonesty handled during the certification process?

Response: (Angella Flotico)

- Dishonesty is about breaking the law. If evidence is not genuine, the certificate is not released, period! However, the auditor is bound by confidentiality hence cannot report the farmer based on their suspicion. What auditor can do is include the evidence in the report.

Q3: How do you test for MRLs at farm level?

Response: (Wycliff Sunda)

- Basically, the sample is taken at the farm level (not pack-house) but actual testing is in the laboratory. It costs KES 16,500.00 based on the processes and levels of tests to be conducted. There are things that can be done depending on the number of samples and discounts can be given.

Q4: How much does it cost to certify producers?

Response: (Andrew Edewa)
- Certification cost in terms of GLOBALG.A.P. depends on the area involved as well as cost for Certification Body (CB). Cost of certification is KES 150,000 for a group of twenty farmers but increases based on area and the number of farmers. However, as the number of farmers increases, the cost per capita decreases.
- GLOBALGAP has a minimum time per farmer but not on number of farmers. It may cost up to KES 1.2 million for first time certification.

Q5: Is there a global definition of a small-scale farmer?

Response: (Andrew Edewa)

- This has been discussed in several forums and in some cases less than 2 ha is regarded as small, while more than 2 ha is regarded as large scale. However, this is not exactly true since in growing a crop in greenhouses the output per unit area could be much higher than what is regarded as medium or large scale. French beans on 1 ha is small scale compared to herbs on the same parcel. The definition is therefore dependent on multiple factors and not just on size of land.

Q6: Some of the areas in the GLOBALG.A.P. compliance processes are not applicable for small farmers in Kenya. How do you deal with this?

Response:

- Issues like food safety and health are not about GLOBALG.A.P. but are actually based on the law of the land. Hence farmers have to implement. What farmers can do is to see how to comply. None of the requirements on GLOBALG.A.P. is optional.

Q7: We have grown Chia but due to lack of certification, we are unable to sell it. How can Tradecare help us?

Response: (Joyce Gema)

- This can be discussed by the duo in private.

4.0 SESSION III – SUSTAINABILITY PARTICIPATION IN GLOBALG.A.P.
Session III delved into sustainability in GLOBALG.A.P. with particular reference to social and environmental sustainability. The Session had presentations and discussions on the role of public regulatory agencies and their efforts in facilitating compliance; support initiatives for value chain upgrading and compliance; and value chain financing.

4.1 Role of member organizations in supporting GLOBALG.A.P. – Boniface Mulandi, Fresh Produce Exporters Association Kenya

FPEAK is an organization composed of members (farmers, service providers, auditors and public organizations) within the fresh flowers, fruits, vegetables, herbs value chains. The Association has 15000 ordinary members and 11 affiliate members. The role of FPEAK comprises: (i) lobbying and advocacy; (ii) training and capacity building; (iii) market and technical support; and (iv) standard compliance. FPEAK also plays a role in
developing the national interpretation guidelines for GLOBALG.A.P. Risk Assessment Standards Practice (GRASP), which it does together with NTWG that it hosts.

The major gaps in the implementation of GLOBALG.A.P. include:

- Lack of capacity and knowledge on GLOBALG.A.P. among the growers and extension service
- Lack of/limited financial resources especially for startups
- Lack of access to appropriate implementation tools

FPEAK has been involved in capacity building and supporting members to comply with the standards. This has been achieved through development and availing of illustrative print materials, and simplification of standards including translation into local languages (Kiswahili). FPEAK collaborates with government agencies to help pesticide use compliance where several molecules have either been registered or are under test for various horticultural crops. FPEAK is also working towards registration of pesticides for minor crop such as herbs and or extension of labels of existing molecules to cater for these crops. In such cases where pesticides for minor crops are not available, GLOBALG.A.P. has given an exception allowing the producers to use chemicals legalized in the destination country. In collaboration with development partners, the Association undertakes training of producers, internal assessments and third-party audits.

Overall, FPEAK seeks to help members to acquire a culture of doing the right thing and not for certification purposes only. Moving forward, there is need for digitization of the process and industry (through e.g. mobile apps) in order to have the already available data accessible to players in the industry. There is also need for more collaboration in compliance.

Comment by Flavio Alzueta:

If a product is not registered in the producing country but in the destination country, exceptions are made by GLOBALG.A.P.

4.2 Institutional and regulatory environment relevant to GLOBALG.A.P. implementation

(i) Pest Control Products Board - Mr. Barasa Wanyonyi

The Pest Control Products Board (PCPB) is a statutory body established in 1992 under the PCP Act to regulate use of pesticides. It is domiciled in the Ministry of Agriculture, Livestock and Fisheries. PCPB’s mandate includes: assess quality, safety, efficacy and economic value of pesticides and suitability of premises; import/export control of pesticides; create awareness among the general public on safe use of pesticides; monitor adherence to set standards; and investigations and prosecutions; supervision of disposal. On environmental safety and disposal of products, PCPB collaborates with the National Environment Management Authority (NEMA).
PCPB assesses the hazards associated with pesticides (residue data, biological efficacy and toxicology) and this, combined with the risk of exposure, guides the Board on whether to register or ban a product, or restrict its use.

Under the new guidelines, pesticides are no longer registered for general uses and have to be specific for a target pest, crop and region as well as rates of application. Integrity of the user is paramount. For a pesticide to be registered, it requires two successful seasons efficacy trials data in the respective area of use, including the crop-pesticide interaction. All registered products are published on the PCPB website and in case of doubt, the users can confirm or call PCPB offices. Label extension is done on already registered product to cover additional uses.

(ii) **Kenya Plant Health Inspectorate Service - Mr. Joseph Kigamwa - Project Office**

Kenya Plant Health Inspectorate Service (KEPHIS) is a regulatory body under the Ministry of Agriculture, Livestock and Fisheries and was established under the KEPHIS Act [NO. 54 of 2012]. The role of the Corporation is to undertake a regulatory role in the agricultural sector by assuring the quality of agricultural inputs and produce to promote sustainable agriculture and economic growth.

KEPHIS works with various stakeholders in the public and private sector towards achieving good agricultural practices (GAPs). KEPHIS supports GAPs in the value chain through its mandates. These include:

- Phytosanitary services - Inspection and certification of plants, plant produce and regulated materials plus plant quarantine control.
- Seed certification and protection of plant varieties services - quality assurance of seed and planting material including testing for improved germplasm through national performance trials plus granting of plant breeders’ rights.
- Quality assurance and protection of agro inputs - monitoring the quality of fertilizer, irrigation water and soil; analysis and certification of agro-inputs;
- Food safety services - monitoring of pesticide residues and contaminants in plants and environment including checks for heavy metals and Aflatoxin.
- Trade facilitation consistent with international obligations for farmers - building capacity and awareness creation on market requirements; contribution to the development and harmonization of standards (OECD – Fruits and Vegetables Scheme) and phytosanitary measures (IPPC) at regional and international level; establishment and enhancement of frameworks for self-regulation; and support the KSTCIE for release of biological controls.

(iii) **Horticultural Crops Directorate – Ms. Josephine Simiyu**

The Kenya Constitution is key to establishment of standards as it spells the consumers rights to accessing safe food, environmental safety and appropriate land use.

Horticultural Crops Directorate was established under the Agriculture and Food Authority with the mandate to regulate the horticultural sector (fruits, vegetables and flowers)
through licensing, providing quality assurance guidelines. Its mandate also covers: registration of dealers; enforcing traceability; registration of nurseries; and review of horticulture regulatory standards and policies. HCD has been key in establishing KS 1758, horticultural standards for fruits and vegetables as well as flowers. KS 1758 has been benchmarked to international standards to ensure it is within the required global standards.

To enhance traceability of products, HCD is increasingly involved in putting measures for identification of the farm, farmer and process (collection, transport and packing), establishing trace back mechanism and hence ensuring food safety. The codes of conduct also provide a means to monitor the linkages especially with export market hence able to trace the source of produce.

For the local market, HCD currently registers what is supplied through formal markets such as supermarkets, schools, hence ensuring traceability to some extent. Traceability provides accountability in any value chain. Traceability information is also being digitized and accessible to registered actors.

A major challenge in the Kenya domestic food market is that consumers are not as proactive in demanding safe food from all retailers regardless of market. This is made more complex by the weak integrity issues in our industry.

4.3 Experience of the National Technical Working Group of Nigeria

Mr. Marouf, NTWG, Nigeria

GLOBALG.A.P. was embraced in Nigeria in 2018. There is good will in the country for implementation of GLOBALG.A.P. The focus is not only on producing but also support to the agricultural production. Nigeria has a population of 200M people, the 6th largest in the world, and hence a large opportunity to invest in food safety

Although certification is important, GLOBALG.A.P. is bringing a human face to food and agricultural production by enhancing access to safe and quality food regardless of marketing method used.

4.4 Question and Answers Session

Q1: In the field, there are instances where agro-vets stock pesticides that they indicate are authorized, yet these are not published on the PCPB website. How else can one confirm their registration?

Response (PCPB):

- *Before a product is registered, it has to go through the registration process that is crop and rate specific. Once that is done and registration process completed, the product is put on the PCPB website list. This is the authoritative website site from where the official list and labels of all registered products are availed. If in doubt contact PCPB, who will send field officers to investigate.*
Q2: Some of the registered pesticide products initially have good efficacy but later they deteriorate. Do you undertake efficacy assessment after product registration or you only focus on new products?

Response (PCPB):

- PCPB does not retest efficacy of already registered products. They conduct post-registration surveillance to test quality of product. This is done by arbitrarily collecting samples from agrovets in different regions and test based on the original approved list. If not complying, the products are impounded and dealers are charged with fraud.

Any product that is not registered but is with agro vets is illegal and users need to flag this with PCPB since the organization may not be able to track every agro vet in all the regions. PCPB will send inspectors and check and impound if found.

Q3: What challenges does KEPHIS face in implementing the pesticide residue monitoring plan?

Response (KEPHIS):

- KEPHIS implements the monitoring plan with other players in the industry. It is a risk-based approach and KEPHIS is willing to share the experiences. The plan has been in existence since 2008. The main challenge is funding. This activity involves collection of numerous samples and each cost up to about KES14,000 for lab analysis for the relevant molecules.

Q4: On the consumer-based profile, you indicated that you look at pre-harvest intervals (PHI). Some products in the market do not have PHI indicated on them, and some have the same active ingredients but have different PHIs.

Response (PCPB):

- PCPB is moving from recommendations for general use to specific use and will require the companies to provide new data (PHIs) for all products.

Q5: Bio-pesticides have previously been used to be for several crops, but now are being recommended for specific crops. Why the change in position? Does it mean that unlike before, the biopesticides cannot be used on a wide variety of crops?

Response (PCPB):

- PCPB is moving away from blanket uses or general use recommendations to registering products for specific pests and crops. As indicated, registration is done for pesticides after efficacy trials for the specific crops. This too, now applies for bio-pesticides.

Q6: Some pesticides molecules are restricted for certain exporters and permitted for others, yet the export destination country is the same. Why should this be so?

Response (PCPB):

- PCPB registers a formula (end user product). The same active ingredient may be used in different products and hence may be approved for one use and not another.
Q7: We heard from Rehani Fresh Limited that the brokers in Europe are worse than the ones from Kenya. How are FPEAK and HCD addressing this?

Response (HCD):

- Brokers are very instrumental in the supply chain due to their ability to link producers to markets as they are better able to access information on market availability. In Kenya, they are registered as marketing agents and required to follow GAPS like any other actor. Any complaints on inappropriate dealings, need to be brought to the attention of HCD for action. For overseas markets, complaints are handled through the commercial attaches in the Kenya Missions abroad.

Response (FPEAK):

- Brokers offer markets to farmers but they may pose a challenge when they become poachers. In some cases, one export company may offer seeds and other inputs to producers, but at harvest time, ‘poachers’ come in and buy the produce. This is what needs to be addressed.

Q8: Herbs and Spices are very important export products but no attention seems to be paid to them? How far are we in approving pesticides for herbs and spices producers?

Response (PCPB):

- Herbs and spices are considered minor crops and agrochemical companies have little interest in products that take long to move from the shelves. However, with the demand increasing, PCPB has called on the relevant stakeholders (AAK) to provide products for such crops. PCPB has also come up with crop groupings, which favor herbs and spices. The product labels are extended and registered to cover the additional crops.

Q9: What is your experience in working with private institutions in providing certification services to farmers especially with the concern around the integrity of some of the Directorates employee(s)?

Response (HCD):

- Kenya has a vibrant private sector and collaborates very well with the government to ensure seamless operations and provision of support services. When European Union (EU) consumers demanded for safe food and with the evolution of standards (EUREP GAP and GLOBALG.A.P.), the private sector was at the forefront in adherence to the standards. With horticulture being important, there was need for and benefit from positive interactions with the private sector. This has greatly helped in mainstreaming small producers’ actions into the certification.

Q10: How accessible is your information and how do farmers know you have information?

Response (FPEAK):

- For members, FPEAK shares a quarterly newsletter that addresses industry issues and provides information on all upcoming activities.
Q11: We are glad to hear from HCD about steps towards ensuring food safety in the local market. How safe are products from the roadside markets, considering the increased risk of diseases?

Response (HCD):

- This is an issue on many peoples’ minds. Microbial contaminants are attributed to hygiene issues during handling and not necessarily from production. No study has yet been done to link products and their contaminants and the occurrence of certain ailments. From the production end, the concern has been on residue issues and presence of heavy metals. This requires a study to ascertain the extent of contamination.

- HCD also calls for partnerships to strategize how to monitor the informal markets. It is also the responsibility of consumers to demand and advocate for safe food. As mentioned earlier Integrity issues among producers is also an issue of concern.

Q13: What does law say about disposal of pesticide containers especially by small farmers?

Response (PCPB):

- Empty containers and expired products are treated similarly. There are certified companies responsible for their disposal. Users are required to return the containers to the Agrovets who then call the responsible agent to dispose.

Q14: How safe are our soils when we use herbicides?

Response (PCPB):

- Most herbicides have negative effect on microorganisms and may also have an effect on subsequent rotation crops. PCPB is gathering information on the effect of herbicides on rotation crops.

Q15: Is someone who is GLOBALG.A.P. compliant necessarily compliant with the law?

Response (HCD):

- KS 1758 has borrowed heavily from GLOBALG.A.P. but not all aspects are included. KS1758 borrows from the Kenyan law which may not necessarily be in GLOBALG.A.P. Consideration can be made to include it as an add-on.

Q15: In the spirit of promoting inter-African trade can some leeway be introduced for phytosanitary issues?

Response (HCD):

- No, because safety standards apply across. It is not about EU market but food safety.
Q16: Considering that we are in the chilli industry and the problem has been false coddling moth (FCM), which has necessitated a shift from raw products to dry products. What is the difference in certification needed to do dry powder?

Response (KEPHIS):
• Personal consultation to be done since the question was very specific.

Q17: The Western region is between Kisumu and Eldoret, with presence of international airports. What is being done to promote horticultural farming and trade among the farmers in the region?

Response:
• Kenya Airports Authority (KAA) is promoting the use of the Kisumu and Eldoret airports for export of fresh produce. The challenge has been that the available product volumes are not adequate to attract commercial airfreight flights. However, efforts led by the respective county governments to improve production are underway.

• It is important to remember that horticultural production is a willing-buyer willing-seller activity. FPEAK is engaged in conducting trainings and is working with the county government to increase production.

Q18: PCPB and HCD presentation have not prioritized mangoes on the list of products and yet there are lots of fruit fly and mealybugs. What is being done about this?

Q19: How best can the mealybugs and fruit fly issue be addressed. It seems as though the hindrance is laxity in control. When mango farmers have the pheromone traps on their farms and neighboring farms do not, control becomes defeatist. How can this gap be addressed?

Q20: Do you have an inventory of all registered nurseries especially on the roadsides, considering most farmers buy their mango and other fruit tree seedlings from these nurseries?

Response (HCD):
Opportunities in horticultural nurseries are many and demand for fruit trees has increased. Counties, through collaboration with HCD, have made it mandatory that before materials are distributed to the nurseries, the nurseries must be registered. HCD is also working on the list of registered nurseries, to be uploaded on the website for easy access. Consumers/buyers are obliged to demand for KEPHIS and HCD certificates of registration from the nurseries.

• Surveillance also being conducted. At times, the roadside nurseries may be registered but doing the propagation in some interior (inspected) farms.

Q21: In the face of climate change how do farmers deal with fungicide application now that mangoes are flowering in October (off season) and not in July as expected and at the same time farmers are expected to observe PHIs as the export season approaches?
Q22: Information sharing in this forum seems to target elite farmers and how can we digitize this to reach the small farmers?

Response:
There are some simple literature, illustrated for farmers. For upcoming issues, there are trade fairs and conferences where small holder farmers are invited. Currently more emphasis has been on the use of media for pesticides, food safety and increasingly moving more into mobile phones.

Q23: How often do you update your website for newly registered products?

Response (PCPB):
- The websites are updated after the quarterly board meetings.

Q24: Is the KEPHIS ISO certification donor funded and how sustainable is the certification?

Response (KEPHIS):
- The funding is done through the government structure and not donor funded.

Q25: When the government embraced Hass avocado under the Big 4 agenda, all the seedlings sold in the nurseries became Hass. What has HCD and FPEAK done about ascertaining this?

Response:
- Work has been done on this to ensure that the materials supplied are from registered nurseries. In addition, with standardization requirements of Hass, and capacity building on the same, inspectors are now able to physically identify the variety.

Q26: It is interesting to note from the earlier comment that GLOBALG.A.P. is not aware of the KS1758 standard. Why is the government (HCD, FPEAK, PCPB) not taking an initiative to inform all small holders about food safety issues e.g. through use of simple publications as opposed to website only?

Response:
- The suggestion given has been taken positively and efforts to be made to improve this information sharing. Efforts are already being made to use different methods to reach farmers. Trade fairs are done and in October 2019, a vegetable-fruit-and-spices conference was held. HCD will also use the media to reach more farmers. However, moving forward, accessing digital information should be key to all farmers, large or small, since there is so much information available that may not necessarily be availed in print due to cost.

- KS1758 has borrowed a lot from GLOBALG.A.P., not everything. It has a scheme implementation committee that is now exploring opportunities to benchmark it onto GLOBALG.A.P. or to have exceptions where certified farmers do not need to have KS1758.
Q27: In your opinion, who should be the first to support/protect farmers and consumers regarding food safety matters in local market?

Response (HCD):

- In Kenya, farmer support is devolved hence HCD works with county governments to build extension staff capacity to serve the farmers. However, this is dependent on the county priorities. Consumers should be involved in the processes.

Q28: There is a lot of emphasis on avocado growing in Kenya and GLOBALG.A.P. certification is necessary for export and even local consumption. Considering the process and specificity of PCPB products registration and given the importance given to this crop, there is need for a marshal plan to ensure that label extension is fast tracked. It seems like not much is being done, but there is plenty of scope to hasten these extensions.

Response (PCPB):

- It takes three seasons for efficacy trials, but one way to fast track this is to do one season in multiple sites.

4.5 Social and environmental sustainability

(i) Role of spray service providers in attaining food safety - Benson Ngigi

   Stewardship manager – Agrochemical Association of Kenya

Agrochemical Association of Kenya (AAK) is a member organization of manufacturers, importers, packers, formulators and all stakeholders with interest of pest control and crop protection products. AAK is affiliated to Global Chem Industries through Crop Life International. AAK core activities is the stewardship of pest control products and at handling, generation of the products from research and development all the way to management and disposal of obsolete pesticides or waste products. The stewardship cycle is based on FAO conduct of pesticide management.

AAK has trained 1,060 spray service providers from various parts of the country. These are farmers who have received specialized training on responsible use and application of pest control products, and offer the spraying services and GAP advice at a small fee to farmers. The sprayers have access to recommended pest control products, Personal Protective Equipment and calibrated application equipment and AAK have member companies who monitor and mentor the farmers. To contribute toward compliance of GLOBALG.A.P., AAK is working with agro dealers and other stakeholders to mitigate the farm level risks (exposure, food safety, environment and resistance management) associated with the use of pesticides.

(ii) Safe Use of Pesticides - Jemima Mbogo, Senior Technical Field Scientist - Syngenta
In 2014, Syngenta initiated the Good Growth Plan programme to promote the safe use and handling of pesticides in farming. The focus of this programme, is increasing farm productivity, biodiversity conservation, and poverty reduction and health improvement of farming communities. Syngenta Kenya is addressing two pillars under poverty reduction and health improvement of farming communities focus areas. These are: (i) empowering stakeholders and (ii) help people stay safe.

The activities under the two pillars include training programmes for farmers and farm workers on safe use of pesticides to enhance farm productivity and at the same time ensure health is not compromised. To enhance safety when handling pesticides, Syngenta products have a toll-free No. 00800 720021/0800 730030 (24 hr), that farmers and pesticides users can reach out for help in case of emergengies.

4.6 Question and answer session:

Q1: Use of protective equipment - some of the PPEs are not for tropical conditions, what are you planning

Response (AAK):

- AAK was involved in coming up with PPEs based on the environment. Several PPEs were recommended – those in the field, should use cotton blended overalls. Cotton overall give sufficient protection. A spray service provider when used should take care of the challenge.

Q2: Is the toll-free number a Syngenta number and how is it being used? ii) Is this number on the pesticide label?

Response (Syngenta):

- The line is 24 hours and the number is on the label. The number is used in conjunction with AAK.

Q3: Mangoes are at a flowering stage; some have small fruits while others have mature ones. How do we go about spraying in this condition?

Response (AAK):

- There are different products with different PHIs and therefore when close to harvest, the ones with the minimum PHI should be applied.

4.7 Support for the value chain upgrading and compliance: Sustaining certification amongst Kenya’s smallholder farmers and other value chain actors

(i) Micro Enterprise Support Programme Trust - Peter Ngeli, Programme Manager
MESPT is a development organization focusing on social and enterprise development which has developed a niche to transform livelihoods for alleviating poverty. MESPT mainly focuses on how to generate decent jobs.

MESPT supports small holder farmers by offering business and financial support. Focus for the last 5 years has been on business development and they currently support 18 value chains with potential to generate employment particularly for the youth and women. With regard to food safety they support SMEs (e.g. processing firms) through capacity building and promotional activities such as participation in trade fairs.

As part of its capacity building initiatives, MESPT has adopted the Agricultural, Technical and Vocational Education and Training (ATVET) model, which encompasses curriculum on food safety. Thirteen (13) county governments and private sector players have also been trained to strengthen implementation and enforcement of food safety, plant and animal health regulations. Over 10,000 farmers have been certified on various standards including GLOBALG.A.P. Fairtrade, Organic, and KS1758). Target value chains include dairy, aquaculture and horticulture (beans, mango and avocado).

(ii) **Kenya Crops and Dairy Market Systems Project** - George Odingo, Director

The Kenya Crops and Dairy Market Systems Project (KCDMS), is a five-year (Oct 2017–Sept 2022) Feed the Future Initiative (FTF) funded by United States Agency for International Development (USAID). The goal of the programme is to strengthen markets for horticulture and dairy farming aimed at improving productivity and incomes for smallholder farmers. The program interventions also include policy advocacy, and a particular focus on youth and women empowerment and nutrition. The activities are implemented in 12 target counties: Kitui, Makueni, Taita Taveta, Homa Bay, Migori, Kisii, Kisumu, Siaya, Kakamega, Bungoma, Busia and Vihiga.

KCDMS does not directly work with farmers. Investments are with the private sector who pool their commodities and services and work with the farmers on contractual basis. Under the Partnership and Innovation Fund (PIF), the Project funds work of partners to ease market bottle necks. They also test and pilot innovative business ideas and undertake capacity building. At national level KCDMS is working with the industry coming up with a National Traceability System. This will increase transparency in horticulture supply chain. In the dairy value chain, RTI is piloting the Near Infra-Red (NIR) technology to measure quality parameters in milk, to identify aflatoxins contaminants.

(iii) **International Finance Corporation Food Safety Advisory** - Sarah Ockman, Global Lead - Food Safety

The International Finance Corporation (IFC) of the World Bank Group is the largest investor in agribusiness globally. Due to their interest in food safety, IFC believes GLOBALG.A.P. can contribute towards World Bank’s twin goals of ending extreme poverty and boosting shared prosperity. IFC Food Safety Advisory primarily works with
the private sector and has an investment portfolio of US$ 4 billion. IFC has 15 years of global experience with over 150 clients in 30 countries.

When talking about sustainability and food safety it is important to keep in mind the business case. Enterprises need to be profitable and IFC appeals to that. GLOBALG.A.P can increase sales not only for the small-scale farmers but also food processors and retailers but it is important to keep in mind the business case. It can also help increase margins and reduce costs and mitigate risks. IFC food advisory works along the value chain with two types of clients – (i) Agribusiness companies to increase access to markets and (ii) supply chains for inclusive markets and development impact. Improved partnerships with the suppliers

Professional management and monitoring of the system is an aspect of GLOBALG.A.P. which helps improve performance in the supply chains. GLOBALG.A.P. helps professionalize the value chains and helps in ensuring the stability and reliability supplies.

4.8 Financing agriculture through the banking sector - challenges and opportunities

Michael Makau - NCBA

NCBA is a conglomeration of former CBA and NIC bank and at the time of the Tour Conference it is one month old.

Evidence shows that only 6% of farmers finance their operations from the banking sector. For the sector to grow, there is need for producers and other supply chain operators to also approach the bank to discuss how they can be assisted. The banking sector needs intermediary actors who are able to take greater risks to come in between the producers and the financial institution and to make things happen. Unfortunately, when investors come in, the intermediaries cease to provide the services.

There is need to strengthen the relationship between the value chain player, and all actors need to view agriculture as the concern of everyone. Cooperatives and Agricultural Finance Corporation (AFC) a government financial institution views banks as a competitor. These institutions are able to pocket risks that banks cannot take and therefore can easily avail credit. Banks lend money which basically belongs to depositors.

However, there are opportunities in the sector, for example shifting from selling raw materials to processed products. Banks needs partners, but they also need to better understand the sector to be able to develop appropriate products.

Question and Answer Session/Panel Discussion

Q1: SMEs seeking support from AgriFi are required to proof that they have KES 23 million but this is a huge demand for SMES considering the turnover.

Response (MESPT):
• The AgriFi Project has several implementing institutions and MESPT is aware of the challenge. Initially, MESPT could not provide loans to SMEs but are addressing this gap. Self Help Africa is currently managing the grants. MESPT has been mainly doing capacity building to SMEs to make entities commercially viable.

**Response (NCBA):**

• We have been looking for partners to help us reduce the risk because the money we loan does not belong to us. Very soon, we shall roll out a product that will help and this has to be in tandem with the requirements of our regulator. We are currently looking for an entity that will bridge the gap.

**Q2:** There is a problem with farmers and management of fruit fly. We often get partners who help farmers to address the fruit fly but do so on a short time basis. Can RTI help us do something on actual fruit fly control in the farms?

**Response (KCDMS):**

• Mango fruit fly is a major challenge and we have plans to mount a campaign with organizations developing products that are aimed at managing the pest. We have to do a combined campaign starting from Makueni, Tana River, Keiyo etc. Unfortunately, no single farmer can manage the challenge alone. It has to be collective and involving all stakeholders, the public and private sector and research and should be based on integrated pest management. Farmers producing mangoes have to do it in a joint effort.

**Q3:** Why should herbs be described as ‘minor’ crops. This is incorrect given the huge income contribution that herbs make. I grow Moringa which has a lot of benefits. How can SMEs access the finances available?

**Response:**

• We have some financiers interested in funding the herbs such as Moringa.

**Q5:** Is there a plan to address the consumers with regard to disposal of infected ‘end to end’ regarding mangoes and fruit fly?

**Response (RTI):**

• Yes, there are initiatives to address this.

**Q6:** What should SMEs do to access the finances?

**Response (NCBA):**

• There is need to engage RTI and other financing institutions to articulate the needs. However, it is important to note that the financing entities have their own targets. There is need to educate the financiers on the required needs. True, we need to help producers but there is need to also have the producers understand operating environments of financing institutions. Capacity building for SMEs is an initiative that we have tried in the past but it was not very successful.
4.9 Comments by Avocado Society of Kenya

_Earnest Muthomi, Chairman_

The Avocado Society of Kenya is a Membership society that draws its membership from growers and exporters and other values chain players. The avocado is the largest export fruit in Kenya, and 50% of the members grow it for export. The Society is a member of the International Avocado Society. The function of the Society is to encourage farmers to grow avocados; help farmers access high quality seedlings from the nurseries; networking; aggregation and negotiation with potential buyers.

To support the production, there is need for researchers to characterize the avocados in Kenya. The industry needs to embrace technology such as new propagation methods as well as use of IPM. PCBP needs to come up with registered pesticides for use in avocado given its significance in Kenya’s foreign exchange earnings. Particularly for the management of the fruit flies and anthracnose. Technology that can identify the right time of harvesting the avocado through determination of correct maturity stage are now critical.

The market for avocados is huge and farmers need to put in more efforts owing to the unique location of Kenya and the time of maturity. Kenya is only able to supply 6% of the global demand. There is need to support by public organizations such as KALRO and KEPHIS to ensure that the technologies and information that can support production are available.

4.10 Initiatives by GLOBALG.A.P. Ghana

_Richard, Delegation Representative GIZ, Ghana_

GIZ Ghana has many projects, one of them is the Market-oriented Agriculture Program. This program links farmers and farmer-based organization to markets. To do this GIZ develops capacity of farmer assurers. GIZ Ghana, has sponsored individual consultants to become farm assurers, who in turn help the system. GIZ supports the national technical working group develop interpretation guidelines and are currently developing guidelines for Version 5.2. The Programme also supports farmer groups through technical support and financial sport by paying cost of consultancy and certification. Various models have been used based on the farmer groups, and one of the models adopted is talking to banks for them to understand farmer’ issues. GIZ also supports farmers by identifying for them markets and promotional activities to attend international fairs. Other achievements include working with GLOBALG.A.P. Togo; introduction of curricula on food safety and standards at the university level; creation of a platform for farm assurers; and piloting the Green Label Standard for basic food safety with the private sector in the local market.

5.0 SESSION IV. CLOSING SESSION

5.1 Highlights of the Conference
Various representatives made statements of support including the AU, Koppert Biological Systems, GLOBALG.A.P. KALRO, and FPEAK. All expressed gratitude for the opportunity to partner in supporting the Conference.

The Guest of Honor, Prof Hamadi Boga (Permanent Secretary – State Department of Crop Development, Research and Policy)) expressed the Ministry’s support towards food safety and especially at this time when the subject was trending due to numerous concerns by consumers about the safety of key food commodities. He emphasized the Ministry’s support to cement public-private partnerships aimed at undertaking investment opportunities as documented in ASTGS. He commended the organizers for holding this Conference.

Various speakers explained how EUREGAP and later GLOBALG.A.P. was introduced and the suspicion and loss of business that followed. Gradually, GLOBALG.A.P. gained acceptance with support from different actors as a result of need for traceability and quality in international markets. Currently, GLOBALG.A.P. is viewed as a facilitator of trade and not a barrier. It was emphasized that standards are not about acquiring a certificate but making good agricultural practices a culture.

A small and a large-scale producer shared their experiences and illustrated the many challenges that accompany startups, a major one being the lack of information. Both expressed their satisfaction with the facilitation that GLOBALG.A.P. has provided towards access to international trade and raised concern with that they would like the regulators to address.

Certification agencies shared their experiences and highlighted the need for honesty by producers to avoid interceptions made leading to condemnation of produce from Kenya. The Kenyan National Thematic working Group (NTWG) shared their role in interpretation of the GLOBALG.A.P. standards by producing national implementation guidelines as well as the Kenya Standard 1758 (Part I and II) dealing with flowers and fruits and vegetables. The challenges being addressed were also highlighted.

Regulation agencies shared their roles in ensuring adherence to the standards and expressed the need to avail resources to not only deal with the export produce but also produce for the domestic market. They also expressed the need to initiate a process of adherence to domestic market standards and especially with increased awareness of consumers who demand safe produce. They appealed to producers and other players to be aware of the registered products and to acquaint themselves with the various legislations and regulations governing their particular value chains. localg.a.p. will greatly contribute to streamlining food safety in the domestic markets. The audience raised concern on need to address challenges such as the fruit flies and false codling moth that have rendered Kenyan mangoes and chilli impermissible in the export trade.

The private sector supporting GLOBALG.A.P. also shared with the audience how they are actively contributing to the standards by supporting producers through capacity
building on good agricultural practices, safe pesticide use, provision of spray service, financing SMEs, certification, and market linkage among other support that is necessary for successful and vibrant participation in the supply chain. It was apparent that there is need to keep the discussions going since there was a clear need for more private–public sector engagement to bridge the information gaps.

- In conclusion, the conference demonstrated the need for all stakeholders to harmoniously work together to ensure that GLOBALG.A.P. is embraced as a culture and not to just satisfy the certification requirements. There is need to explore a mechanism to organize the various private and public actors into platforms to avail requisite information and service on a continuous basis.

- Through post evaluation feedback, key aspects that were of interest to participants to guide future interactions included: The government organizations should pick up some of the concerns from the deliberations hold fora where they can interact with farmers about ongoing issues; consider including more experiences from farmers locally to capture local success stories; reduce number of topics so that participants could deliberate in depth on each topic presented; Incorporate climate change issues into the discussions

5.2 Final Remarks

Mr. Flavio Alzueta

Flavio stated his gratitude to all stakeholders for the good work that they are doing as shared in the tour stop in support of putting in place good agricultural practices to make agricultural produce safe. He particularly commended the organizers for assembling such a large number of stakeholders as well as the participants for their very active participation.

5.3 Vote of Thanks

Dr. Joseph Mureithi, Deputy Director General Livestock - KALRO

Dr. Mureithi mentioned on behalf of the Director General, that KALRO was very happy to host the GLOBALG.A.P. Tour Conference. He said the GLOBALG.A.P. Tour has enhanced KALRO’s profile and visibility. KALRO takes GLOBALG.A.P. standards very seriously and is also ready to partner with institutions from all over the world through implementation of KALRO’s mandate.

To honor the presence of special guests to the Conference, gifts were presented to:

- Flavio Alzueta Vice President, GLOBALG.A.P.
4. Closing Remarks

Mr. Anthony Muriithi, Director, Agriculture and Food Authority

The Director - AFA thanked the participants for having found time to attend the GLOBA.G.A.P. Tour Conference in Nairobi to deliberate on various aspects of food safety. The event could not have come at a better time.

He said that agriculture sector is the mainstay of Kenya’s economy contributing 29.3% to the Gross Domestic Product (GDP). In order to realize sustainable development, the Government of Kenya has identified four main pillars under the Big 4 agenda to spur agricultural growth. These include Food Security, Manufacturing, Affordable housing and Universal Health Care. Under the food security pillar, efforts are being made to enhance access to affordable, safe and nutritious food for Kenya’s growing population and to improve the livelihoods and enhance agribusiness.

Food safety has been a major concern to consumers given that 98% of food produced in Kenya is consumed locally by 50 million Kenyans. The concern is evidenced by the media highlights on the nexus between food safety and disease outbreaks, due to microbial contaminants and alleged effects of pesticides residues on the burden of disease. GLOBALG.A.P. and other private standards have transparency and accountability in the international trade by ensuring production and produce handling processes and procedures are similar regardless of the source. Implementation of these standards has resulted in fair trading practices and responsible produce sourcing taking into account human rights, social welfare of workers and environmental conservation.

The farm to plate approach has been driven by consumer demands for accountability across the agri-food chain due to health concerns. This calls for public and private linkages to support food safety not only in the export market but also in the domestic market.

Kenya appreciates the role GLOBALG.A.P. is playing in supporting awareness creation and capacity building of farmers on food safety standards and compliance to the same. The Kenya Government has various laws, standards and policies to address food safety across the value chains in order to ensure consumers have access to safe food. This includes the National Food and Nutrition Policy. AFA is also in the process of developing regulations across the various crop value chains and food safety concerns are adequately covered in these regulations. There also exist multiple agencies (County Government included) responsible for supporting food safety along the value chain depending on their mandates. In order to give assurance to consumers, a robust national food safety system...
complete with support infrastructure and competencies in the form of testing capability and personnel will be established.

Among the challenges Kenya has experienced in addressing matters of food safety is the low levels of awareness among producers, traders and consumers on their responsibilities when it comes to implementing food safety standards. The Ministry is however, working closely with County Governments to support producers and local markets to conform to food safety standards just as it is in the export market. The Government is also working towards developing a legal framework for coordination of food safety in the country in order to streamline controls along the value chain.

Mr. Muriithi indicated that the Agriculture and Food Authority is in the process of being accredited as a food safety certification body for foods of plant origin. AFA fully supports the adoption of private standards like GLOBALG.A.P. as they have been a benchmark for developing local standards like KS1758. Compliance to these standards have been key to market access of Kenyan products and responsible for transitioning small scale producers from subsistence farming into global agribusiness players.

In closing, he emphasized the importance of collaboration in order to forge a united front and in creating synergies in addressing food safety. The rich content of the deliberations witnessed at the Conference and the commitment towards addressing food safety, showed that countries in the African continent are on the right track towards enhancing food security. With these remarks he declared the event officially closed.

6.0 FARM VISITS

The third day of the conference comprised of farm visits to GLOBALG.A.P. certified establishments as well as a logistical firm that is gearing to upscale its operations in the export of fresh produce commodities. Three sites were identified for the farm visits as outlined below. These were supported by Tecnosoluciones and MESPT.

**AAA Growers**

AAA Growers began 18 years ago, with one vegetable farming site in Thika, Hippo farm, as a World Bank sponsored start up. Today the company operates off of 5 separate farming sites across several regions of Kenya, and has over 2000 acres of vegetable land under cultivation, 70 hectares of roses and more than 3,500 employees across its various sites. In addition, the business is no longer just a vegetable business; now AAA exports herbs, soft fruit, salads, cut flowers (roses) in addition to its core vegetable business. Further AAA has several partnerships in both propagation and seed multiplication, transforming the business from a simple horticultural business into a multi-focused, integrated and diversified agri-business.

**Farm visit focus:** Production processes, Waste water management; pack house operations.
Mitchell Cotts Limited
Mitchell Cotts started trading in Kenya in January 1995 as a subsidiary of the Mitchell Cotts group. Prior to that, it operated as the freight forwarding, transport and warehousing division of Mitchell Cotts Kenya Limited. Having carved an exceptional niche in the Kenyan market, efforts are underway to replicate similar standards in Uganda, Rwanda, South Sudan and its environs. With a total of 1,200,000 square feet of storage space, speedy transfer from port to freight station of 48 hours, and accurate reporting systems, Mitchell Cotts has managed to create an enviable niche in the logistics services for air and sea cargo. The new world class terminal for airfreight cargo, that is semi-automated, will transform operations for perishable products. Amongst other operations, it will handle imports and exports of dry, perishable and temperature-controlled cargo.

Visit focus: Presentation on the process of fresh cargo handling, both for airfreight and sea freight. A tour of the new airfreight terminal

Magana Flowers
Magana Flowers is a second-generation family owned company that was established on a strong foundation of passion for people and environment in 1994. Over the years, she has grown from 2 ha to a current 20 ha under production of roses and 0.6 ha of summer flowers (Gypsophila and Solidago). Situated at the heart of Kikuyu- 40 minutes’ drive from the main international airport at 2000m asl - the climate is pleasant and suitable for production of best quality flowers. Magana flowers is continuously upgrading its growing infrastructure, maintaining up to date growing techniques, training its dedicated staff (over 500) and enhancing production of premium rose and filler varieties.
Visit focus: Production processes, pack house operations, energy conservation/going green.

Acknowledgements

The Tour conference was made possible by the support and contributions of key organizations and personnel. In this light, we wish to thank all the presenters and moderators who added tremendous expertise in the deliberations and the various topics.

We most sincerely thank GLOBALG.A.P., KALRO, The AU, Koppert Biological Systems Kenya Limited, KCDMS, RTI, USAID, AFA, MESPT and Tecnosoluciones, who provided various forms of support that led to the actualization of the TOUR conference. We also thank AAA Growers, Mitchell Cotts Limited and Magana Flowers for allowing delegates into their premises during the farm visits. The visits provided practical insightful information for the delegates. Additional gratitude to Magana Flowers for providing all the fresh flowers that were used to enhance the outlook of the conference and exhibition venue.

Finally, we thank all companies, organizations and institutions that partnered through exhibitions, providing an opportunity for the dynamic audience to learn about their work.
Annexes

Annex 1: Conference Programme

GLOBALGAP_TOUR_CONFERENCE_PROC.pdf