



## Kenya Cereal Enhancement Programme (KCEP) Success Stories from the Counties

### Improved Business Income, TharakaNithi County

Duncan Kimathi Miriti is a young businessman falling into the youth group (under 35 years) category. He is married with a young family. He operates an agro-shop in Tharaka Nithi County, Tharaka South Sub county, Marimanti town known as Kaiganya Agrovet. The agri-businessman was successfully enrolled into the programme to supply KCEP e-voucher farmers with inputs. He has seen transformation of his small business that he used to run by himself into a large business that now employs two people and has diversified his stock.

#### KCEP Intervention

With the inception of the Programme the agri-businessman underwent a 6 day residential training by AGMARK a partner in the Programme and was trained on 6 modules. He was recruited into the e-voucher system by Equity bank and allocated Point of Sale(POS) device and trained on its use.

#### Before Intervention

The agri-businessman started with operating capital of Kshs 200,000 (USD 2,000) with cash in bank of less than Ksh100,000 (USD 1,000) serving only handful of farmers in the town and surrounding area. He had limited stock variety with such items as fertilizer not being sold in his shop and was the only person running the shop.

#### After Intervention

With the rollout of the e-voucher, the agro dealer customer base increased with access of e-voucher beneficiaries under the programme. He was able to acquire bank credit from a financial institution and stock



*(Source: KCEP PCU Photo)*  
Mr. Duncan Kimathi Miriti the proprietor of Kairanya Agrovet with SCAO Tharaka South Mr. Joseph Gichohi

up his store. Income from the business grew and currently he has cash in bank Ksh 400,000 (USD 4,000) and a diversified stock portfolio worth above Kshs 1,000,000 (USD 10,000). The business man has been able to employ two staff to assist him in running the business and has managed to buy a 1.5 acre plot within the proximity to the town that he intends to build his residential house.

#### Unique Attributes of Beneficiary

Duncan is a young aggressive and innovative business person with excellent customer service that attracts and retains farmers who consult him a lot on the various products he sells. He is trustworthy, professional and honest that endears him to his customers.

#### Beneficiary testimony

*"I had not handled a million shillings in my life before KCEP programme, but now for the first time I have had the privilege of doing so. The programme has really helped me personally and my business".*

#### Challenges

- Poor roads infrastructure to get supply of inputs form manufacturers
- Poor network that hampers operation of the POS



*(Source: KCEP PCU Photo)*  
Signage at Mr. Duncan's business in Marimanti



*(Source: KCEP PCU Photo)*  
Diversified stock at Mr. Duncan's shop



*(Source: KCEP PCU Photo)*  
Farmers beings attended to in Mr. Duncan's shop

*this Programme is funded by the European Union*

### High Crop Yields and Increased Income, Embu County

Ms. Felister Nyaga Wangari is a small scale farmer who is a youth. She comes from Embu County, Mbeere North Sub County, Evurore Ward, Ciangombe location.

She used to farm Sorghum using the local recycled variety without use of improved inputs resulting in low yields hence low income for her household. With the introduction of the Programme in her area and being a beneficiary of the programme she has adopted use of improved agricultural technologies resulting in the increase of her yield from less than three bags per acre. She is now able to harvest over eight bags which she has been able to sell at an improved price of Kshs 33 per kilogram from the earlier price of Kshs 24.

#### KCEP Intervention

KCEP issued the farmer with e-voucher inputs including certified seeds (sorghum and green gram), fertilizer, insecticide, hermetic bags and tarpaulins. The programme also trained the farmer on Good Agriculture Practices (GAP) and basic financial literacy. She was also linked to buyers to market her produce.

#### Before Intervention

Ms. Nyaga used to get low yields of sorghum (less than three bags per acre) before programme intervention. She did not use fertilizer and had little knowledge on its use.

#### After Intervention

With the programme intervention, the farmer's yield increased from less than three bags per acre to eight bags due to use of improved inputs given by the programme under the e-voucher scheme.

With marketing intervention, the farmer has increased her income by selling her sorghum at Kshs 33 per Kg as opposed to before where it used to be Kshs 23-25 per kg.

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## **Unique Attributes of Beneficiary**

The farmer is an early adopter of new technologies given out by the programme.

## **Beneficiary testimony**

"KCEP is great".

## **Challenges**

- Frequent drought condition
- Challenges of group cohesion



*KCEP beneficiary farmer in her field with CEC Dr. Patrisio Njiru inspecting sorghum planted under the E-voucher package*



*CEC Embu Dr. Patrisio Njiru appreciating good crop yied by KCEP beneficiary farmer*

## **Increased Yields and Income to Small-Scale Farmers, Kakamega County**

**M**r Richard Ameta Majengo is a farmer from Lugari location, Lugari ward, Lugari Sub County of Kakamega County. He is 64 years old with two wives and eight children who depend on him. His 2 roomed house sits on slightly more than one acre of land (1.4 Acres) where he plants maize and beans and rears poultry. The food consumption for his family per year is 10-12 bags of maize.

He got 27 (90 kg) bags of maize per acre from a previous 13 bags per acre.

There was no space to store the harvested grain and he had to convert his sitting room into a store while he moved to the kitchen.

He first heard of KCEP in a baraza that had been called by the chief of the area. He was sensitized on what KCEP was, its modalities of operation, goals and was issued with forms that he filled. He was selected as a beneficiary and was very grateful.

### **KCEP Intervention**

The farmer was enrolled as a KCEP beneficiary during the 2016 planting season and got the complete e- voucher package comprising of seed (10 Kg 6,218 (USD 62) maize seed and 16 Kg Rose coco bean seed), planting/basal fertilizer, top dress fertilizer, hermetic bags and a tarpaulin. He only contributed 10% of the total input package which was around Ksh 2,100 (USD 21) only.

This package was arrived at after a careful and participatory approach that involved various stakeholders led by the Kenya Agricultural and Livestock Research Organization (KALRO).

The farmer was trained on a variety of topics by the agricultural officers e.g. good agronomic practices, climate smart agriculture, soil fertility and post-harvest management.

He also got more training through field demonstrations and field days. This enabled the farmer to learn on how to best utilize his land and maximize on its productivity.

### **Before Intervention**

Before KCEP, Mr Ameta used to get 10 to 13 (90Kg) bags of maize per acre. The county average is 12 bags per acre so the farmer has been hard working but what he realized after KCEP intervention is that the way they have been intercropping maize and beans in the past was wrong.

He used to put maize and bean seed in one hole and the fertilizer applied was for both crops.

This meant there was competition for the little resources by the crops. KCEP trained him on planting only one maize seed per hole and the beans were planted separately in a line in between the maize rows. Each crop was allocated a fertilizer with separate planting rates. This he realized has been the missing link all along.

### **After Intervention**

After following this guidance, he was able to harvest 27 bags per acre of shelled maize which was double what he used to get.

## **Unique Attributes of Beneficiary**

- He attended all trainings by the programme in person
- He followed strictly what he was taught
- He planted on time
- He used the total input package he was given

## **Beneficiary testimony**

He appreciated that the secret to success in maize/beans intercrop is the technology of planting ("The KCEP way"). He was planning to expand his maize production and build a store from the sales of his produce.

He acknowledged that the good production had made him get visitors from very far (*He was visited by the IFAD mission of November 2016*). He said he would buy a heifer and name it KCEP.

## **Challenges**

- Harsh weather conditions experienced in the month of May 2016 that led to him harvesting only two bags of beans
- The fertilizer was issued late, this led to some farmers planting late and this is a cause for disease and pest infestation
- Lack of adequate storage facility



*Mr. Ameta admiring his bumper crop harvest of 27 bags per Acre*

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