



CRAFT

Nandi Potato Growers Farmers' Cooperative: Inspiring farmers' resilience amidst harsh Climate.

[Hinging on climate-smart technology, Agronomic advisory, and weather information to improve potato yields]



Seed Potato in Kenya

Although the demand for Round Potato (*Solanum tuberosum*) is growing in East Africa, most smallholder farmers lack the preparedness in dealing with the effects of climate change on the crop. Nandi Potato Growers farmers' cooperative is a CRAFT business champion that is alive to this threat. The company is addressing the issue by producing climate-resilient varieties of potatoes through climate-smart approaches.

CRAFT, also Climate Resilient Agribusiness for Tomorrow, is a project committed to capacitating Agro-based Small and Medium Scale Enterprises (SMEs) to ably support smallholder farmers develop key crop value chains that can survive the impact of extreme climate now and in the future.

About Nandi Potato Growers farmers' cooperative





Nandi Potato Growers' cooperative is a member-based agribusiness initiative registered in August 2017. The current membership of over 1434 farmers, is organized into smaller producer groups for production efficiency—a structure for effective delivery extension and inputs. While five groups produce ware potato, others focus on the Shangi, Sherekea, and Unica varieties. All the potato types are climate-resilient and tolerant.

To ensure the company meets its goals is visionary leadership and team: 9 board members, technical committees, and two management staff responsible for farmers, business development, and marketing.

Climate Smartness

For climate smartness, Nandi Potato Growers offers farmers access to certified seeds and aggregation activities that ensure the efficient aggregation service for ware potatoes, which enables farmers to access quality inputs at discounted prices. The company is also investing in seed acreage expansion. They are building the capacity of producer groups to act as the out-growers through hiring agronomy advisors. These experts are supporting farmers on best agronomy practices and the adoption of climate-smart agriculture. They are also investing in a drip irrigation system and shade nets for the apical root cutting unit. These provide breeder seeds that farmers are growing in their fields.

Targets

Smallholder Farmers	Producer groups	Value-chain Actors	Yield
2,000 	Producer groups 	8 (Inputs -3, WIS-1, Offtake -3, Certification -1) 	1000 MT (Metric tons per year) 

Target market segments and consumers

While Nandi Potato Growers expands its production in the counties of Uasin-Gishu and Elgeyo-Marakwet, its creating market opportunities by engaging potato processing companies such as NORDA industries, Sereni Fries and Tru-Afrika Foods, and Twiga Foods on short and long term contracts. The company is also sourcing for wholesalers in Western Kenya & the North Rift.

Partners

Under CRAFT, Nandi Potato Growers' key partners include: Service providers of clean planting such as ADC Molo, FreshCrop Limited, Stokman Rozen; KEPHIS are supporting seed certification. Other partners include Agriterra, NORDA Industries, Sereni, and Tru-Afrika Foods Ltd. Then Twiga Foods and Wholesalers in North Rift and Weather forecast service providers.

Key Objectives and Outcomes

Enhance the capacity of 2,000 smallholder farmers to improve Potato output by 15% through climate-smart agronomy, linkages to input suppliers, and mechanized farming by 2022.	2,000 SHF contracted and capacity build to adopt CSA practices.	
	<ol style="list-style-type: none"> 1) Mobilize and engage farmers on scheduled contract farming agreements. 2) Facilitate and mentor leadership, business management skills, marketing, and financial inclusion. 3) Facilitate and Link farmers to Input and mechanization service providers. 4) Recruitment and train 30 TOTs on CSA ultimate to train the SHFs and follow up on the adoption of CSA. 	
Improve resilience to climate Change amongst targeted farmers through the promotion of appropriate climate-smart agricultural practices.	Adoption of CSA practices for increased productivity	
	<ol style="list-style-type: none"> 1) Facilitate and Set up 6 demo farms to showcase CSA practices and technologies. 2) Profile and link TOT service providers and SHFs to extension and business developments services. 	
Improve efficiency in sorghum inputs delivery, agronomy, and markets access	Facilitating inputs, production, financial, and marketing services	
	<ol style="list-style-type: none"> 1) Mapping strategic and establishing inputs delivery channels 2) Organized inputs sourcing, accredited suppliers and link with financial service providers. 3) Conduct farmers deal-making business workshops for VC actors interaction and farmers exposure 	
Improve business turnover by at least 10% through developing new market channels and increasing volumes of sorghum marketed.	Increased supply of volume and sales of Potato	
	<ol style="list-style-type: none"> 1) Increase working capital to increase the volume of procured potatoes. 2) Expand the market network to neighbouring counties such as Uasin Gishu and Elgeyo-Marakwet. 3) Reach out to other processors and leverage on the local distribution network existing with companies such as Twiga foods and the wholesalers in markets in the region. 	
Business case budget	Total: € 149865.14	Own funds; 49%