

Our Priorities

Looking ahead, the following priorities will form our strategic direction;

1. Access to sustainable, profitable and structured Input and output markets
2. Productivity, quality and value addition of agricultural produce
3. Resilience to shocks (climate and market) and enhanced sustainable food systems
4. Partnerships for strengthened Value Chain Development
5. Gender and youth inclusion in agricultural value chains

Priority 1: Access to sustainable, profitable and structured Input and output markets

We believe that market access is critical in igniting an agricultural transformation; which requires that farmers exit from subsistence, low-input/ low-output approaches of farming to the production of marketed surpluses. Kilimo Trust focuses on strengthening linkages between smallholder farmers, large off takers and providers of business development services (BDS)—leveraging technology to drive capacity improvements among local agri-businesses and innovations in these linkages. To achieve this, emphasis is placed on:

- a) Strengthening the capacities of SHFs and SMEs to run sustainable and profitable businesses
- b) Improving farmers' and other agricultural value chain actors' resilience to market shocks,
- c) Increasing the adoption of viable business models to develop value chains that efficiently crowd-in the private sector
- d) Improving youth and women's agricultural skills and opportunities.
- e) Increasing understanding of commodity end markets and policy environment

Priority 2: Productivity, quality and value addition of agricultural produce

Increased smallholder productivity is critical to improve food security and to generate a surplus that can be sold to increase incomes. Kilimo Trust seeks to increase productivity, quality and value of agricultural produce among smallholder farmers especially women by partnering with and supporting local seed companies, fertilizer blenders, and agro-dealers to sustainably market and deliver their inputs to these smallholder farmers. We will also work with smallholder farmers to profitably invest in these inputs and to increase adoption of associated Good Agronomic Practices (GAPs). Apart from GAPs, Kilimo Trust has a strong component on reduction of post-harvest losses and increased value addition. We believe by intervening at this node of the value chain, the value of agricultural produce will be improved, in addition to increased utilization capacity of processing & storage facilities.

This will be achieved through the following strategic initiatives:

- a) Increasing adoption of productivity enhancing technologies and practices (including climate smart agriculture and cost reducing technologies);
- b) Increasing adoption of post-harvest handling and loss (including nutritional) reducing technologies and practices; and
- c) Increasing value addition and processing of agricultural products.
- d) Developing linkages to fabricators/suppliers of effective technologies
- e) Scaling up skills development among smallholder farmers and other value chain actors

Priority 3: Resilience to shocks (climate and market) and enhanced sustainable food systems

Agricultural transformation requires an increased capacity of smallholder farmers and agricultural systems to better prepare for and adapt to shocks and stresses (climate change manifested in persistent drought and flooding, in addition to market volatility such as price fluctuations). Kilimo Trust supports VC actors to strengthen their resilience to shocks. This is coupled with enhanced sustainable food systems through increased access and utilization of business development services that include early warning information and risk mitigation measures such as agricultural insurance, weather and market information, drought tolerant varieties, irrigation, integrated pest and disease management, integrated soil fertility management among others. This will be achieved through the following strategic initiatives:

- a) Pro-active training and information sharing on various risk management strategies.
- b) Promoting interventions that enhance the resilience of the production system to climate change and climate variability
- c) Delivery of on-demand business development services among smallholder farmers and other value chain actors
- d) Establishing business linkages between value chain actors and business development services providers

Priority 4: Partnerships for strengthened Value Chain Development

Kilimo has great partnerships with all EAC governments, development partners, private sector, academicians and other significant players in key value chains. As proponents of the consortium approach to value chain development, partnerships are a key strategic approach to our work. We will strengthen this even more by seeking to enhance partnerships with national, regional, bilateral, multilateral and global organizations focused on strengthening value chain development. The aim is to improve value chain coordination and efficiency: (1) through strong multi-actor partnerships to take advantage of synergies and complementarities within the agricultural value chains; and (2) by establish strong building blocks along the value chain that ensure movement of agricultural produce from the farm to final market.

Priority 5: Gender and youth inclusion in agricultural value chains

As per KT gender strategy, gender is mainstreamed in all interventions and there are institutional processes to ensure that programs and interventions are gender-sensitive and tailored to meet the needs of vulnerable groups particularly the women and youth. For instance, KT programs are designed and implemented with commitment to gender and inclusion of vulnerable groups by setting specific and measurable objectives for teams and individuals against clear benchmarks. Specifically:

- a) Women and youth are targeted as key players in the end markets
- b) Women and youth are part of the owners or managers of lead firms within business consortia
- c) Smallholder farmers recruited, engaged and whose incomes have changed include Women, men and youth
- d) Working with Kilimo Trust, Providers of private and Public Goods and Services, including commercial suppliers of Inputs & services targeting men, women and youth

Every intervention implemented by Kilimo Trust disaggregates data by gender in terms of results chains, results measurement plans and arrangements for monitoring and evaluation

Theory of Change:

Under the change pathway, it is contended that if KT is to meaningfully contribute to the SDGs, then smallholder farmers, consumers and other VC actors should be supported to sustainably increase their incomes and improve their access to nutritious, safe and adequate food all the time. For this to happen, the production, trade and agribusiness environment should encourage increased productivity, reduced postharvest losses, value addition, increased access and utilization of Business Development Services (BDS) and products, and efficient food distribution channels from production to consumption areas. KT will strive to ensure that smallholder farmers and other VC actors adopt risk reduction and mitigation measures (technologies and practices) to increase their resilience to shocks and stress (environment and market) in addition, to enhanced sustainable use of natural resources. Our theory of change is shown in the figure below.

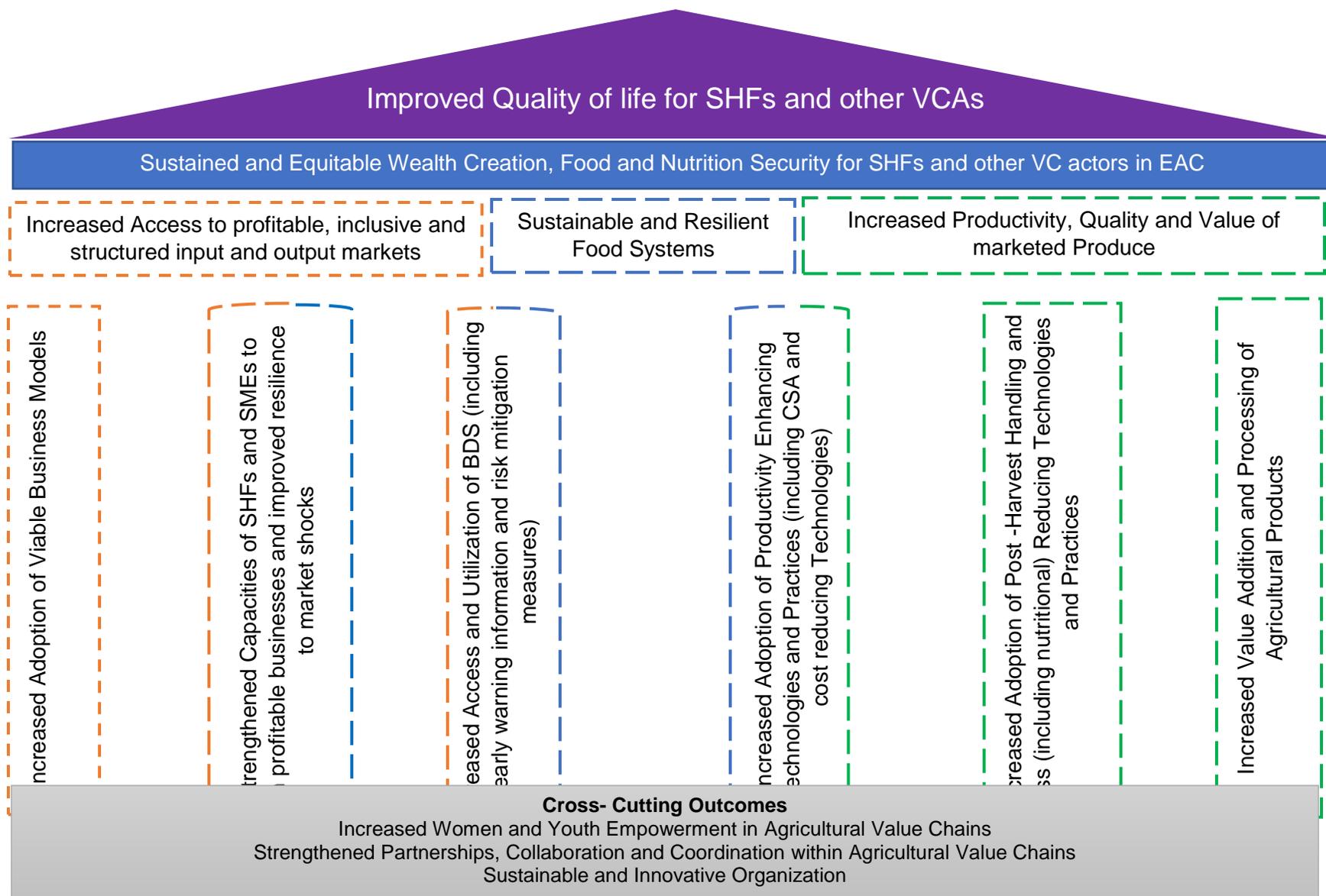


Figure 1: Theory of Change/Results

