



Feed the Future Kenya Innovation Engine



Victor Kipkorir, a tomato farmer in Kericho County poses next to a smallholder water trap. This is a customized version of Kenya Biologics' Tutrack, which is a pheromone-based technology used to trap a devastating tomato pest known as the Tuta absoluta moth.

U.S. Presidential Initiative:
Feed the Future

Funding Level:
\$17.7 million through Land O' Lakes Inc. – International Development

Duration:
May 2012 – May 2017

- Activity Goals:**
- Enhance adoption of innovative agricultural technologies and practices
 - Improve agricultural productivity and markets
 - Increase private sector investment in agriculture and nutrition-related activities

- Activity Accomplishments:**
- 670 innovation applications received in four solicitation waves and over \$3.2 million invested in a total of 20 innovations awarded to date.
 - Awardees consist of 15 private sector firms, two academic institutions, and a research institution.
 - 16 innovations have been tested, six are in the pilot/roll-out stage, and up to five more pilot/roll-out innovations are in the pipeline.
 - 48 technical assistance assignments – largely resourced with local capacity at a cost of almost \$2.2 million, provide customized expertise in financial management, business planning, and strategy, among others, to these innovators.
 - Leveraged over \$1.4 in new private sector investment in the agricultural sector and facilitated 23 public-private partnerships.
 - Benefitted almost 60,000 smallholder farmer households in over 13 Feed the Future counties.

ACTIVITY OVERVIEW

The Feed the Future Kenya Innovation Engine identifies, fosters, and brings to scale innovative market-driven solutions to persistent food insecurity, under-nutrition and poverty. The Innovation Engine partners with entrepreneurs who design new concepts, products and services to maximize their commercial potential, as well as nutritional and livelihoods benefits to the targeted communities. The Innovation Engine supports experimentation and rewards proven successes that represent game-changing approaches for thousands of Kenyan families.

ACTIVITY AREAS

In a manner similar to a venture capital fund, the Innovation Engine uses an open and competitive process to identify agriculture and nutrition innovations with the greatest potential for large and sustainable impacts. Such impacts include generating significant measurable increases in productivity, household income and nutrition in selected value chains such as dairy and non-dairy ruminant livestock, horticulture, maize and staple food crops.

The Innovation Engine strives to enable innovations to become fully sustainable in the market. It provides targeted financial support and technical assistance at different stages of the entrepreneurial life cycle to enable the adoption of these innovative approaches by target populations throughout Kenya.

Examples of innovative interventions that the program supports include:

- Agricultural varieties that are disease, pest and drought resistant, especially for alternative staple crops;
- Organic fertilizers for smallholder farmers;
- Reducing transaction costs to allow smallholder farmers better access to markets;
- Using information and communication technologies to disseminate agricultural information more efficiently;
- High-tech artificial insemination training;
- Farm records management information systems for enhanced access to financial and other services;
- Last mile distribution of farming inputs;
- Livestock identification and traceability mechanisms and insurance products to strengthen the drylands economy; and
- Facilitating public-private investments.

Implementing Partners:

Land O'Lakes, Inc. - International Development, in partnership with Dalberg Global Development Advisors and IDEO.org, with funding to: Cohort I: MFarm Ltd, Virtual City Ltd, The Real IPM Company Ltd, Wanda Organic Ltd, Quest Agriculture Ltd, Lachlan Kenya Ltd, University of Nairobi. Cohort II: Arid Lands Information Network (ALIN), Kenya Medical Research Institute (KEMRI), Kenya Livestock Marketing Council (KLMC), University of Nairobi, iProcure, AMTECH, and Maseno University. Cohort III: Kenya Biologics Ltd, Caytree Ltd, KENDAT Ltd., Indicus Kenya Ltd., and Takaful Insurance of Africa Ltd.

Key Partners:

Ministry of Industrialization and Enterprise Development, Kenya Agricultural and Livestock Research Organization (KAIRO), Kenya Plant Health Inspectorate Services (KEPHIS), and the Pest Control Products Board.

Activity Locations:

Nationwide with a focus on supporting interventions that will have a significant impact on the 27 priority Feed the Future counties: Bomet, Bungoma, Busia, Elgeyo Marakwet, Garissa, Homa Bay, Isiolo, Kakamega, Kericho, Kisii, Kisumu, Kitui, Machakos, Makueni, Marsabit, Meru, Migori, Nandi, Tharaka Nithi, Nyamira, Siaya, Taita Taveta, Trans Nzoia, Turkana, Uasin Gishu, Vihiga and Wajir.

USAID Contact:

Michael Nicholson
Office of Economic Growth
Tel: (+254) 20 862 2000
Email: mnicholson@usaid.gov

Feed the Future Kenya Innovation Engine Contact:

Titianne Donde,
Chief of Party, Kenya Innovation Engine
Tel: (+254) 0722 517 149
Email: titianne.donde@idd.landolakes.com

FOR MORE INFORMATION:

Feed the Future Kenya Innovation Engine

2nd floor, Block A, Peponi Plaza,
Off Peponi Road, Westlands

Tel: +254-20-3748685 / 3748526 / 3746034

Cell: +254-722-517149

Email: info.KFIE@idd.landolakes.com

Website: www.kfie.net

ACTIVITY IMPACT

Like many other small-scale dairy farmers in Kenya's Rift Valley region, before 2015, Japheth Melly could not get a loan from a bank, access regular extension services on livestock breeding, or receive prompt payments for milk deliveries. Like his peers, Japheth relied on local traders and brokers, who would offer low, albeit immediate, payments for milk, leaving farmers vulnerable to exploitation.

This scenario is common for many other smallholder dairy farmers across Kenya who rarely engage in dairy farming as a business, and often do not get paid what is due to them. The chilling plants they deliver to often suffer from chronic cash flow challenges as a result of limited access to quality data, which in turn limits their access to financial services. This series of inefficiencies negatively impacts on livelihoods across the board.



Japheth Melly (center), a small-scale dairy farmer and member of Kabiyeet Cooperative in Nandi County, explains how Amtech Technologies' EASYMA 6.0 innovation has benefited his dairy business. He spoke with members of the Innovation Engine team in November 2015, shortly after delivering milk from his farm to the processing plant.

By providing a one-stop automated supply chain solution to improve transparency and record-keeping within the dairy value chain, Amtech Technologies Ltd.'s EASYMA 6.0 is transforming dairy farmers' lives in Nandi and Bomet Counties. Developed and tested using seed funding and technical assistance from USAID via Feed the Future Kenya Innovation Engine, the innovation is enabling almost 11,000 members of Kabiyeet and Siongiroi dairies to access extension services, financial products, and even livestock insurance through several state-of-the-art modules incorporated into this web and mobile-based system. Improved access to extension services and farmers' growing confidence in the weighing and payment processes has also led to a rise in productivity and enhanced delivery to dairy plants.