

G4AW MISSION TO KENYA REPORT ON 9 – 13TH JUNE 2014



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June 2014

1 Introduction

In the framework of food security policy, the Ministry of Foreign Affairs of The Netherlands is initiating a new programme: Geodata for Agriculture and Water (G4AW) Facility. The G4AW Facility aims to increase the agricultural sector output in 15 G4AW partner countries by providing food producers with relevant information, advice or (financial) products through operational information chains using satellite data.

To reach this objective the G4AW Facility will develop:

- A platform that supports the formation of partnerships between participating public organizations, research institutes, private sector operators, NGO's, and farmer cooperatives satellite data/service operators, private (agricultural) sector, transmission operators.
- A programme that promotes and supports private investments for putting large-scale demand-driven satellite-based information services into operation.

In light of this the G4AW advisors – Mr Adrian Bakker and Mr Michiel Laheij together with Agri-ProFocus Kenya organised a pre-matchmaking mission to Kenya between 9th – 13th June 2014. The mission involved conducting a quick scan of the Kenya agriculture and water sectors and how spacial information has been used in these sectors. The quick scan also looked at the current challenges in the sector in relation to Geo data and spacial information and the potential opportunities that can be addressed through spacial information.

The mission also focused on having key strategic meetings with potential institutions and organisations that could apply for the facility as well as a full day pre matchmaking workshop on the 12th June 2014. This was to bring together various actors in the sector – telecom/mobile/IT service providers, Government institutions, insurance companies, financial institutions, research and learning institutions, input suppliers, market actors as well as NGOs in the sector.

The aim of the pre matchmaking event was to identify potential partnerships that can jointly propose projects that put these information services into operation through public-private types of partnerships which will cover the complete information chain from satellite data as basic input to end user information products. The information services will provide food producers with timely, accurate, and understandable satellite-based information, advices and/or (financial) products.

2 Programme of the workshop

After an intensive week of meeting, the week was culminated with the pre-matchmaking workshop on Thursday 12th June. The workshop had a good attendance of with over 70 participants. Participants were drawn from various actors of the information chain. There were 13 NGO's, 3 research institutions, 3 knowledge institutions, 5 farmer associations, 15 private sector companies [data, IT, technology, insurance, banks, MFI] and 3 public sector institutions.

The program was facilitated by Agri-ProFocus and the G4AW team. Opening remarks were given by the Deputy head of mission, EKN Mrs Marielle Geraedts. In her remarks she refereed how reliable information provided to the farmers is crucial in improving the country's food security. She also noted that Kenya is in a unique position where mobile phone penetration is at a very high almost 100% and that consortiums can leverage such medium to provide reliable information to farmers.

The day was divided into different session. The morning session was to get a general overview of how satellite data can be used to improve food security and a presentation of the quick scan that was conducted for Kenya. Some of the key challenges highlighted by the quick scan in usage of spacial information include:

- Duplication of data from various sources.
- Lack of policy on data sharing – no systematic way of access and sharing between the various players or data producers
- Limited knowledge to analyse metadata into simple information packs that can be used by farmers

The quick scan also highlighted opportunities that spacial information can be used. These include:

1. Weather based agricultural commodity insurance
2. Yield forecasting which can be used to develop products and services such as
 - Credit facilities
 - Financial resources access
3. Early warning – risk maps – pests, diseases
 - Insurance products
 - Risk mitigation
 - Adaptation planning
4. Market mapping and analysis – targeting markets
5. Mapping agricultural production potential

The second session of the day focussed around tables and participants were requested to discuss based on the constitution of institutions around the tables what challenges exist in the agriculture sector that Geodata can or use of spacial information can address and what synergies as institutions do they foresee. The outcomes of the discussion were put down on flip chart and were used to guide the world café discussions in the last session of the day.



Just before lunch, participants from various institutions were also given a chance to speak about what they have been doing already in the areas of spatial information in relation to agriculture and water.

ILRI, ICRAF and the Department of Remote Sensing and Survey pointed out that there is a lot of data that they have worked on in their respective organisations and this information is free to be used by institutions or organisation. They would like to partner with organisation that can convert this available data into information packages that farmers or decision makers can use.

CETRAD has also compiled and used Geodata in the water sector – focusing on the eastern part of Kenya.

Mobipay runs a platform that collects data and interlinks farmer organisations to financiers, insurance companies as well as service providers and processors.

Gulf African Bank and APA insurance showcased how they have used Geodata provided by Mobipay and ILRI respectively APA and ILRI have worked on an insurance product in the livestock sector by developing an Index based livestock insurance product as well as financing contracts to livestock keepers through the Mobipay platform with Gulf African Bank.

The East African Farmer Federation was also eager to partner with organisations since his institution has a database of farmer organisations that consolidate over 20 million farmers in Eastern Africa and developing and information platform would be valuable for their members.

A short video of Kilimo Salama an insurance product developed between Syngenta foundation and UAP was also played out. This showcase gave ideas of interesting products and services but also an opportunity for the participants to already think in context of their organisations what kind of partners would be interesting for them.

After lunch break, Mr Bakker presented the tendering and partnership rules of the upcoming facility with a keen focus on partnership, business case and use of spacial information. The participants were then divided into three groups for the world café based on the outcomes of the first group session on opportunities for use of spacial information. The three groups were:

- Land use and land resource management
- Risk management
- Farm management services

Institutions were free to select which theme fits best their project idea but they were also free to move to other thematic areas to seek potential partners.

Outputs of the world café exercise were as follows:

- *Land use and land resource management*

The group discussed how geodata can be used to track and advice use of natural resources like water and soils. Availability and quality of data is crucial. Data sharing is essential.

- *Risk management*

The group discussion was based on an ongoing project between Safaricom and ITC, IWMI and ILRI. Safaricom collects data and sends to these organizations who analyse and give information back to Safaricom who then sends to the farmers as weather information. The group felt the need to build on this to develop products like Insurance, Information package and decision support in credit facility. What was needed was Historical Information, Observation on Rainfall data, and establishment of low costs metrological villages.

In terms of Partnership: ICRAF would be glad to provide the technical knowhow i.e risk maps, MOA could be idea to provide extension and information packages, bank and micro finance institutions could provide credit facility and insurance company. The limitation of the idea is that satellite information does not capture all risks. For example a farmer does not default because of weather information alone.

- *Farm Management services*

The group discussion focussed on the information value chain but focussing on what the farmer needs to make decisions. It was noted that the farming system in Kenya is mixed farming where farmers have various crops under cultivation. It would be interesting to understand how spacial data will be able to provide reliable data for such farmers. One of the challenges that the groups raised is the attitude and way of doing things by farmers. For the longest time traditional ways of predicting weather has been used by most farmers since data form the meteorological department has been unreliable. For the uptake of Geodata to be significant, there is a need for capacity building and this could be through demonstration farmers or champion farmers.

The day ended with a networking cocktail for all participants. This presented a different forum for more discussions between potential partners

3 Conclusions /results

The pre-matchmaking forum presented a rare opportunity for stakeholders in spacial information to meet with other stakeholders in the information value chain. This also presented an opportunity to see how each institutions plays a role in the information value chain and together how they can create a shared ambition of using Geodata and spacial information towards improving productivity in the agriculture sector and towards food security.

Several ideas of partnerships between institutions were explored by participants. For instance SNV, ILRI, APA, Mobipay to develop a product or service in the livestock sector – a common strength for both SNV [the extensive livestock program] and ILRI [who have developed the index based Livestock Insurance together with APA insurance] and an opportunity for Mobipay and APA. There was also discussion of potential partnership between GSI, Mobipay, Department of remote sensing and surveys on reliable weather based information. Upande and CIAT were also enthusiastic about the matchmaking and have ideas on how the facility could fit within their ideas.

The general feeling from participants was that the facility will go a long way in bridging the gap between the available spacial data that has been collected by many institutions and transforming the data into usable information by the farmers. However a lot of capacity building will be required at farmer level to enhance the uptake and usage of spacial data and products and services that can be developed out of this data. The general feeling is that farmers have been disappointed for too long in the past by the meteorological forecasts that they have for a long time re-invented ways of predicting weather patterns.

Another important output from the Thursday meeting was that the focus should be to target the SME farmer with an entrepreneurial spirit since they are more likely to see the value of the information service.

4. What's next?

Agri-ProFocus was able to organise a successful matchmaking mission on behalf of G4AW because of their localisation and knowing the context of the agriculture industry in Kenya. Being a multistakeholder network, it was well placed to know and identify the different and relevant stakeholders in the industry drawn from all sectors.