

FEED THE FUTURE AINFP PROGRAM: KENYA

Good nutrition is vital for ensuring healthy families and communities. However, many Kenyans lack access to nutritious, safe, and affordable Foods – according to the Kenya National Bureau of Statistics, more than a quarter of the country's children under the age of five exhibit stunting.

The Alliance for Inclusive and Nutritious Food Processing (AINFP) is working to tackle this challenge by strengthening the country's food processing sector. Food processors, who turn raw ingredients into nutritious products like fortified flours, edible oils, yogurt, and therapeutic foods are an important link in agricultural value chains.



AINFP Client, Wimssy Fresh Dairy, Kenya

Project Duration

March 2018-March 2024

Geographic Focus Area

Nationwide

Implementer

TechnoServe

Partners

Partners in Food Solutions, ISF Advisors, food processing businesses

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These businesses have the potential to serve as stable, dependable buyers for crops grown by Kenyan farmers and to increase the supply of healthy, accessible nutritious foods available for Kenyan consumers.

Program Overview

To realize that potential, the AINFP program is strengthening Kenyan food processors' technical capacity, access to finance, and links up and down the value chain. AINFP is delivering much needed technical and business support to private sector food processing companies, and as appropriate to regulatory authorities for the food processing industry, through its proven model of facilitating knowledge transfer from PFS volunteer experts of seven multinational food companies – General Mills, Cargill, DSM, Bühler, The Hershey Company, The J.M. Smucker Company, and Ardent Mills – providing customized technical assistance to food processing companies to address the manufacturing and business challenges that limit their growth.

The program also provides sector-wide training on key topics for businesses, regulatory agencies, and other stakeholders.

The program is working with food processors to develop strategies to profitably source crops from smallholder farmers in Kenya and develop marketing strategies that will improve access to their products for base-of-the-pyramid (BoP) consumers. AINFP is also helping to identify financing needs and help firms access capital.

Results to Date

The program has provided customized technical assistance to help 33 firms — 16 of them owned or led by women — in areas relating to plant layouts, implementation of Good Manufacturing Practices, implementation of food safety systems, and development of cost reduction strategies, new product development, installing specialized workers and processing equipment, developing marketing strategies, and designing new packaging for products, and providing hands-on training to employees to foster growth.

The program has also developed a sector-wide training program focusing on food safety and trained 625 (283 female) individuals drawn from over 179 food processing companies and institutions.

To implement recommendations provided through AINFP projects, assisted clients have invested more than \$1.3 million in their businesses. AINFP has also facilitated food processors to establish new linkages with aggregators and smallholder farmer groups, resulting in purchases estimated at over \$1.7 million of additional crop sales. The program has linked processors to Base of Pyramid (BoP) consumers and outlets, including retail shops and consumer cooperative associations, facilitating the sale of more than 52,000 MT of nutritious foods to the BoP market. Through a partnership with Initiative for Smallholder Finance (ISF) Advisors, AINFP partner firms have accessed more than \$2.3 million from grants and loans to finance working capital and investments in plant infrastructure.

Client Success Story: Delish & Nutri

Delish & Nutri was founded in 2018 with the goal of building a business around nutrition. The company, operating in Nairobi, manufactures a range of products based on peanuts, which are procured from smallholder farmers. Delish & Nutri's Uno brand is the first and only peanut powder—a low-cost, protein-rich product that can be added to meals—on the Kenyan market and is sold to bottom-of-the-pyramid (BoP) consumers in vulnerable communities where there are few affordable protein options.

Delish & Nutri was negatively impacted by disruptions to its supply chain caused by the COVID-19 crisis. The company relied on imported peanuts for more than 90% of its raw material, and these supply chains were disrupted, with prices increasing up to 40%. The local sourcing of peanuts also became challenging and expensive.



Delish & Nutri Nut processing factory in Kenya

Through the CFAI Program, a follow-up of the AINFP project, and with the support of a grant from Visa Foundation, TechnoServe staff worked with two grantee food companies during 2021 to develop strategies for improving the quality, reliability, resilience, and inclusivity of an agro-business' sourcing model in ways that are both commercially viable for the company and increase incomes of their smallholder farmer suppliers, with emphasis on benefiting women farmers.

As a result, Delish & Nutri is able to supporting smallholder farmers to improve the quality, volume, and consistency of their peanut harvests, the company aims to reduce its sourcing costs and risks. For farmers, the agricultural services provided will help to improve yields, and a stable market provided by Delish & Nutri, offering a more dependable income. This approach has also seen Delish & Nutri sustain operations during the current Russia/Ukraine crisis and its effects to the global food industry.