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**ISO 9001 : 2008 Certified Company**

# **1<sup>st</sup> Regional Co-operative Value Chain Symposium**

November 4-5, 2010

Co-operative Bank Management Centre, Karen

## **SYMPOSIUM REPORT**

*This report was prepared by:*

**ATC**

Nairobi, November 2010

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# 1 Introduction

The 1<sup>st</sup> Regional Co-operative Value Chain Symposium was held on November 4-5 2010 at the Co-operative Bank Management Centre in Karen. It brought together participants from Kenya, Uganda and Tanzania. The theme of the symposium was '*Co-operatives – Bridging the Gap in the Value Chain*'.

Based on the experiences from more than 40 years of Co-operative training and education and based on the renewed interest of Governments and Development Organizations in the Co-operative Movement the need for a platform for exchange was felt when in 2009 the Director General of the German Development Service, DED, Dr. Wilhelm, visited the Co-operative College of Kenya. The Co-operative College of Kenya has a long standing relationship with development organizations and, together with the Ministry of Co-operative Development and Marketing, fully supported the idea. The German Development Service supported the symposium with KES 2,000,000. The symposium also received support from the Co-operative Bank of Kenya and the Co-operative Insurance Company (CIC).

Throughout the symposium, 17 exhibitors displayed their contribution to value chains – refer to appendix 2 for the comprehensive list of exhibitors. After being visited by the Minister for Co-operative Development and Marketing, Hon. J. Nyagah, during the opening ceremony on Thursday, the exhibitors continued to educate and inform the symposium participants about their products and services. Many of the exhibitors also participated very actively in the symposium working groups. Friday afternoon the market place merged the participants of the symposium with the exhibition for 2 hours.

Friday evening the German Ambassador Mrs. M. Hellwig-Boette graced the official launch of ATC's ISO 9001 2008 certification during a cocktail party. The Ambassador was welcomed by Mr. Daniel Maanzo, the Co-operative Secretary.

# 2 Objectives

The objectives for holding the symposium were:-

- to obtain best practices, success stories and experience from the symposium
- to provide a forum for stakeholder interaction by sharing knowledge, and experiences

The 2010 Regional Co-operative Value Chain Symposium built on the above issues, making them more concrete and applicable to co-operatives, service providers and development partners. The most important lesson learned is that no value chain is the same, and one-size-fits-all solutions are not available. In answer to this diversity, parallel working group sessions were organized to focus on specific issues of importance within each theme. Three areas were identified:

- Innovation in the production process
- Innovation in processing
- Marketing and innovation from service providers

Based on the experiences, the discussions focused around the following questions:

- What bottlenecks have you encountered and how did you counter these obstacles?

- How does this compare with other experiences?
- Would these be applicable to other situations, and how can valuable lessons be drawn from this?

Feedback moments are included in the plenary sessions, in which moderators of the different work groups present their findings to the larger audience. As such, the workshop delivered clear recommendations on a way forward, an agenda to further develop and refine value chain interventions.

### 3 Opening Remarks

#### Mrs. Ancieta Mwiti, Managing Director, ATC

Mrs. Mwiti welcomed all the participants and recognized their presence. She mentioned that participants in attendance included farmers, co-operative societies, national credit co-operative societies, development partners and programs, the private sector, government ministry representatives, state corporations, training institutions and financial organizations. The MD thanked them for honouring her invitation.

#### Dr. Wolfram Jaeckel, Resident Representative, DED

DED, or the German Development Service, is one of the founding partners of ATC. It played a key role in the establishment of the then Agribusiness Training Centre in 2003. In his remarks, Dr. Jaeckel said he was satisfied that DED's contribution played a big part in the success of ATC, and especially in the area of ISO certification. This has enabled the centre standardize its operations and put itself in a position to offer high quality services to clients. Dr. Jaeckel added that it is important to understand the needs of the consumer, and move backwards from that point to ensure strengthening of the value chain.

Dr Jaeckel concluded by congratulating ATC for achievement of the ISO 9001:2008 certification.

#### Dr. E. N. Gicheru, Director, Co-operative College of Kenya,

Dr. Gicheru thanked all the partners that helped establish ATC – DED, GTZ/PSDA, ACDI/VOCA and KACE. She also thanked all those who were responsible for funding the first symposium. These included DED, Co-operative bank of Kenya, Co-operative Insurance Company and the government ministries of agriculture, livestock and co-operatives and marketing. Dr. Gicheru welcomed all the speakers with papers on topical issues addressing the value chain development to present in the symposium, all participants and exhibitors.

#### Mr. Frederick Odhiambo, Commissioner for Co-operatives

The commissioner thanked the organizers of the symposium, which he said is the first of its kind in the region. He further said that the symposium would go a long way in adding value to the activities in the co-operative movement. Mr. Odhiambo informed the participants that his ministry had established a full marketing department and was in the process of recruiting marketing officers for every province. This, he said, was in view of the fact that the main challenge in agricultural value chains is that producers continue to remain at the low end of the spectrum. The marketing officers will assist in bridging the gap between the producers and the marketing process in the co-operatives.

The commissioner praised the organizers of the symposium for developing such an important and beneficial forum for stakeholders in the co-operative movement.

*Hon. Joseph Nyagah, Minister for Co-operative Development and Marketing,*

The minister noted 43% of Kenya GDP is controlled by the co-operative movement while 30% of the national savings are held by the Co-operative bank and various SACCOs. Hon. Nyagah reminded the participants that co-operatives earn the country's economy 43% of its GDP. He also said that co-operatives have the capability of increasing the GDP by 50% and this will boost farmers by ensuring that they have good returns. The minister challenged all Kenyans to join co-operative societies. He said that his ministry's priority is to make sure all actors in the chains get good returns for their contribution and are happy at all times. Hon. Nyagah regretted the fact that farmers resort to child labour because of the poor returns they get from their produce, a situation which leaves very little money for them to be able to pay for proper labour.

Hon. Nyagah challenged ATC to make the symposium an annual event and to hold several stakeholder meetings to enable stakeholders exchange information on how to enhance agribusiness in the country. The minister also thanked development partners for their continued support. He thanked the organizers and the supporting organizations and promised that his ministry would continue giving support for organizing such events.

*Vote of thanks by Mr. Kabuga (Uganda)*

Mr. Kabuga challenged ATC to provide answers to development problems in agribusiness, and especially those related to the value chain actors across the region. He cited marketing as a major challenge to producers. He said that markets determine the form, place and time utilities of products.

Mr. Kabuga noted that the Co-operative College is the key facilitator of co-operative training in the co-operative movement in the region. He challenged the college to develop more materials and carry out more research for relevant training. Mr. Kabuga also challenged the government to provide more support to the co-operative movement by providing market for their produce and improve infrastructure so as to enable the movement increase its contribution to the Kenyan economy from 43% to 50% GDP.

## **4 Group Presentations**

### **4.1 Presentations on Linkages in the Value Chains**

#### **4.1.1 Contributors**

- Mr. Machiel Spuij – *Linkages In Cashew Nut Value Chain-Masasi High Quality Farmers Product Ltd*
- Mrs. Mueni Nderitu, ACDI/VOCA – *Strengthening The Maize Value Chain*
- Ms. Lucy Mwangi, Kenya National Federation of Agricultural Producers, KENFAP – *Setting Up Appropriate Structures And Partnerships*
- Mr. Reimund Hoffmann, GTZ-PSDA – *Promoting Private Sector Development In Kenya Through Agricultural Value Chain Development*

## 4.1.2 Opportunities

### Communication

Use of information technology will improve the linkages between producers and the consumers. Clearly the producer is the weakest part of the value chain and the communication between the players in the value chain is poorest also at this point. The farmers do not even share information amongst themselves.

### Governance of farmers' organizations

To facilitate the linkages between consumers and farmers the farmers must exercise good governance within their organizations. This is because the farmers cannot stand alone and be able to benefit from best practices within the value chain. With the history of poor governance in the co-operatives sector, especially in Kenya, any player promoting the value chain approach must address the same.

### Enforcement of farmer friendly policies

The development of farmer-friendly policies and standards within a value chain is highly recommended, e.g. the potato policy. However, enforcement of the same by the government institutions is just as important. Farmers require to be empowered on lobby and advocacy of farmer friendly policies.

## 4.1.3 Best practices

The following were the identified best practices in the East Africa region:

- Masasi High Quality Farmers Product Ltd – Co-operatives limiting their role to their core business; produces good volumes of good quality products.
- Kenya Maize Development Programme – Provides advisory services to strengthen linkages along the value chain. Additionally, farmer empowerment should be all inclusive with a gender and age perspective.
- KENFAP – Farmer empowerment from the grassroots to the national level.
- GTZ/PSDA – Holistic approach to development should be embraced by all actors within the value chain.

## 4.1.4 Gaps

- Farmers should develop several marketing linkages with multiple market channels.
- Poor governance of farmers' organizations.
- Informal markets ignored within the value chain

## ***4.2 Presentations on Financial and Non-Financial Services in the Value Chain***

### **4.2.1 Contributors**

- Dr. E.N. Gicheru – Co-operative College of Kenya
- Mrs. Catherine Munyiri – Co-operative Bank of Kenya



- Mr. Ken Kimani – Co-operative Insurance Company, CIC
- Mr. George Oballa – Fore Finance
- Mr. Anthony Kioko – Cereal Growers Association, CGA
- Mr. Nelson Ojango – ValueLinks Network in Africa, VaLiNA

## **4.2.2 Opportunities**

### Business models

A value chain operates on a business model without which players would not understand their specific roles. The business model dictates the form of the organization and their interaction across the chain. The opportunity in business modeling is its influence in the competitiveness of players across the chains which results in gains for them all. Each actor in the value chain has to select the best model for their role in the value chain.

### Co-operatives

Co-operatives are already strategic partners in value chains. Opportunities exist in building their capacity to render quality services to members, e.g.

- Provision of financial services through co-operatives' front office services (FOSSAs).
- Developing of leaders' capacity in decision-making.
- Helping co-operative members patent their ideas at the individual level for niche products.
- Helping small scale members enjoy economies of scale.

### Insurance

Opportunities in the insurance industry exist in developing packages relevant to the smallholder farmer. Protection of crops and livestock in production and marketing is relevant and such packages are now available at CIC, though still expensive.

Insurance policies should also be harmonized across the region to make value chains competitive.

### Financial services

Financing is a core component if value chain development and operation of all actors across the chain. There exists an opportunity in availing credit facilities across the region after harmonizing the bottlenecks that already exist from country to country.

Co-operative bank is already eyeing Rwanda, but was challenged to consider the whole COMESA region

## **4.2.3 Best practices**

The following were the identified best practices in the East Africa region:

- Co-operatives in Trans Mara – Collective marketing and improved productivity; sell and participate in WFP P4P.
- Tanga Fresh – Collective marketing and cooperation of co-operatives. Farmers organize for collective milk marketing. Unite under umbrella organization.

- Value Chain Financing – E.g. (i) Taita Taveta Teachers SACCO; (ii) Co-operative Bank is financing the dairy sector in cooperation with New KCC.
- Co-operative Insurance Company, CIC – Involved in livestock insurance, weather index, credit insurance, etc.
- Co-operative College of Kenya – Involved in training of co-operatives and the co-operative movement in general in proper management skills.
- Co-operative Bank of Kenya – Has developed several packages friendly to the farmer.

#### **4.2.4 Gaps**

- Most co-operatives and other producer organizations are not bankable. They do not keep proper records, do not have proper management styles, etc., making it hard for them to access financing.
- Many co-operatives and producer organizations are riddled with leadership wrangles which result in negative attitude towards co-operatives by members and the general public.
- Poor linkages between financial institutions and their clients.
- There is not much literature available in the mainstream institutions on value chains.
- There is little data on the capacity building being undertaken by the various service providers in the sector to help in planning and avoidance of duplication of resources.

#### **4.2.5 Highlights on addressing the gaps**

Several points were identified on how specific actors were addressing some of the gaps identified:

- CIC insurance is insuring goods in transit / refrigeration and was considering extending to the COMESA region
- CGA is already helping farmers to label their produce for traceability.
- Fore Finance is working with the Co-operative Bank of Kenya on provision of credit to coffee, fish and pineapple farmers. Pilot studies are in progress in Nyanza and central provinces.
- Fore Finance is also involved in building up the groups to enhance their access to financing.
- Co-operative College of Kenya is offering training to producers in relevant packages of enterprise development through co-operatives. A survey is however required to find out their specific training needs.
- CIC is working with co-operatives on crops and livestock protection policies.
- The government, through the Ministry of Co-operative Development and Marketing, is formulating regulations to govern running of co-operatives in Kenya.

### **4.3 Presentations on Co-operatives and Marketing**

#### **4.3.1 Contributors**

- Mr. James Kundu – Kenya Agricultural Commodity Exchange, KACE



- Mr. Philip Gitao – East Africa Fine Coffees Association, EAFCA
- Mr. Charles Kabuga – Legal Consulting Group
- Mr. S. Musyoka, Kenya Co-operative Coffee Exporters, KCCE

### **4.3.2 Opportunities**

- KACE has developed a Market Information and Linkages (MILS) to increase the efficiency of agricultural marketing, targeting smallholder farmers and other small scale agribusiness in Kenya. MILS involves harnessing modern Information and Communication Technologies (ICTs) to empower farmers by providing them with low-cost reliable and timely market information to enhance their bargaining power for a better price in the market place. MILS also serves to link the farmer to input and output markets more efficiently and profitability.

The components of KACE’s MILS include:

- Rural based market Resource Centers
  - Mobile Phones SMS Services
  - Radio ( Both National& Rural FM)
  - Internet Database System
  - Interactive Voice Response
- The **EAFCA** has established that USA’s consumption of EA coffee is growing. The EA region has good quality coffee with many varieties. The region also has the best climate suitable to produce the best coffee in the world as compared to Latin America.

### **4.3.3 Best practices**

The following were the identified best practices in the East Africa region:

- KACE that has established use of mobile phones to check prices of various commodities.
- EAFCA is ensuring that the region supplies the market with the best quality of coffee; this coffee is finding larger market in the west, and especially in the USA.
- Ethiopia has initiated a branding strategy and is rapidly building the image of its coffee.

### **4.3.4 Gaps**

- Lack of ICT access for farmers.
- Lack of strong organizations in EA to implement a comprehensive supply chain strategy.
- Small scale farmers lack market information.
- Exploitation of farmers by middlemen, especially as regards fixing of prices of commodities by middlemen and the farmers having very little or no say in this.
- Farmer-unfriendly government policies.
- Mistrust and poor relationships between co-operatives and the banks.

- Low productivity due to lack of training for farmers.
- High cost of production.
- Inefficient payment structure under the co-operative system (delays).
- High cost of imported fungicides, herbicides and insecticides.
- Poor country-branding strategy and image building of coffee.
- Ineffective board members due lack training and experience.
- Co-operative management is not focused.
- Excessive licensing requirements.
- Political interference.
- Farming population is aging.
- Under-capitalized co-operatives.
- Farmers produce what they do not consume.

#### **4.3.5 Highlights on addressing the gaps**

- Stronger link between users to justify the value chain.
- Encouraging the youth and women to join co-operatives.
- Proper planning for the value chain.
- Lobbying the government to improve infrastructure and good governance in co-operatives.
- Improving information systems and training farmers on how to access market information.
- Reducing the number of actors / players in the value chain.
- Promoting domestic consumption.
- Reducing payment period to farmers and exploring other means of paying them, such as use of M-Pesa.
- Encouraging youth to take part in coffee production and incorporating new ideas.
- Enhance training of farmers on value chain development.
- Building direct relationships between co-operatives and buyers.
- Encouraging transparency.
- Ensuring better utilization of country-branding and image-building on coffee and other commodities.

## **5 General Recommendations**

The following were the recommendations of the symposium:

- All players to mentor the youth and be role models to create a more positive attitude towards agriculture.

- Stakeholders need to embrace suitable technology to share information across the chain.
- There should be harmonization of insurance policies across the region; this should be done with the involvement of all actors, and the packages should be customer-friendly.
- Institutions of tertiary and higher learning should document success stories, and the co-operative movement ideology, and review their curricula.
- Make farmers consultative for a strong lobbying and advocacy body across all value chains.
- The symposium should be an annual event, in addition to holding of periodic workshops.
- There should be regulation and documentation of development actors and service providers across the chain.
- Extension packages should be restructured towards economic viability.
- Policy should be reviewed at the highest decision-making level to streamline management of co-operatives.
- Tripartite agreements with financial providers should be clear and customer-friendly.

## **6 Closing Remarks**

*Dr. E. N. Gicheru, Director, Co-operative College of Kenya*

Dr. Gicheru was happy with the output of the symposium, which she said was far beyond her expectations. She suggested that, in future, such a symposium should be scheduled for three days in order to allow for exhaustive discussions. The director also suggested that if the symposium was to be made a regular activity, it be held every 2 years. Dr. Gicheru once again lauded the contribution of the development partners and proposed the establishment of an information resource centre to disseminate information from such fora.

## Appendix 1: List of Participants

Name	Company
1. Agnes Wainaina	Horticultural Crops Development Authority, HCDA
2. Alexander Betz	German Development Service
3. Alexander Loewantat	German Development Service
4. Aloise Otieno	MDG Villages
5. Anginyah Tabu	MDG Villages
6. Anid Kariuki	Ministry of Co-operative Development and Marketing
7. Anthony Kioko	CGA - Speaker
8. Arnoud Meijberg	TA Omena Value Chain
9. Arshford Ngugi	GTZ-PSDA
10. Baniel Muigai	GTZ/PSDA
11. Benard Migwi	NICCC
12. Benard Nduati	Technoserve
13. Benedict Ogutu	Bunyala Fishermen cooperative Society
14. Benson Apuoyo	Coffee Board of Kenya
15. Benson Ouma	Co-operative Bank
16. Bernard Kimoro	Small holder Dairy Comm Prog
17. Bernard Nyakundi Kimoro	Small holder Dairy Comm Prog
18. Bernard Ochieng	Ministry of Co-operative Development and Marketing
19. Boris Binnewerg	German Development Service
20. Catherine Munyiri	Co-operative Bank
21. Charles Kabuga	LFC - Uganda
22. Charles Opanga	MDG Villages
23. Christianne Sharief	Kenya Livestock Breeders Organization, KLBO
24. Cleophas Mutune	New Kenya Co-operative Creameries, KCC
25. D. Munyao	Osiligi VCT
26. Daniel Munyao	Osiligi VCT
27. David Kahuthu	Shirika SACCO
28. David Kerich	Ministry of Co-operative Development and Marketing
29. David Otiende	Co-operative College of Kenya
30. Diana Onditi	MDG Villages
31. Dismus Orodhi	Co-operative College of Kenya
32. Donge Leo	Moshi University - Tanzania
33. E.N. Gicheru (Dr.)	Co-operative College of Kenya
34. Ikitoo Edwin Caleb (Dr.)	KAPAP
35. Duncan Musyoka Mbai	Kenya Livestock Breeders Organization, KLBO
36. E.G. Macharia	Egerton Housing
37. Edmund Ringo	Matchmaker - TZ
38. Edward Musebe	Chemilil Sugar Company
39. Edwin Ikitoo	KAPAP
40. Elizabeth Kamau	Ministry of Agriculture - Agribusiness support
41. Elizabeth Langat	Kenya Sisal Board
42. Elizabeth Omondi	GTZ-PSDA
43. Ephantus Macharia	Egerton Housing
44. Ephraim Gallo	Co-operative Insurance Company, CIC
45. Eunice Too	Co-operative Insurance Company, CIC
46. Faith Mutuku	Swedish Co-operative Centre, SCC

<b>Name</b>	<b>Company</b>
47. Felix Musembi	Akamba Handicrafts
48. Florence Odwuso	KAPAP
49. Fred Watako	MDG Villages
50. Gabriel Cherop	Baringo Teachers SACCO
51. Galugalu George	Planta SACCO
52. George Oballa	Fore Finance - speaker
53. Gillian Koinange	Express Automation
54. Grace Kyallo	Horticultural Crops Development Authority, HCDA
55. Grace Njoroge	Express Automation
56. H.K. Mbindio	Wanandegge SACCO
57. Hellen Njuguna	Shirika SACCO
58. Hyrine Nyong'o	Co-operative College of Kenya
59. J.G. Muchangi	Ministry of Co-operative Development and Marketing
60. Jackaniah Vital	SNV - Netherlands
61. Jagdish Shah	Express Automation
62. James Henry Owori	MDG Villages
63. James Kundu	Kenya Agricultural Commodity Exchange, KACE
64. James Mailu	Technoserve
65. James Owanga	MDG Villages
66. Jane Kibanga	Shirika SACCO
67. Jechoniah Kitala	SNV - Netherlands
68. Job Kipkebut	Egerton University SACCO
69. John Kamau	Shirika SACCO
70. John Kirika	Shirika SACCO
71. John Mutunga	KENFAP - Speaker
72. Joseph Mutua	Technoserve
73. Joseph Njeru	MSME Competitiveness Project
74. Josephine Kuria	Ministry of Co-operative Development and Marketing
75. Judith Nthiga	Co-operative Alliance of Kenya, CAK
76. Julius Mugwang'a	MESPT
77. Juma Aguro	Kenya Union of Savings and Credit Co-operatives, KUSCCO
78. Justus Njeru	GTZ-PSDA
79. Justus Simiyu	Bukura Agri College
80. K.G. Waruingi	Co-operative College of Kenya
81. Karuiki Karuru	KERUSSU
82. Kelly Wanda	Collective Marketing - Uganda
83. Kennedy Sana	Co-operative Insurance Company, CIC
84. Kennedy Simiyu	Swedish Co-operative Centre, SCC
85. Kenneth Kimani	Co-operative Insurance Company, CIC
86. Kenneth Mwangi	Co-operative College of Kenya
87. Laddf Rajabu Fadhili	Masasi High Quality Farmers - TZ
88. Lilian Koech	Kenya Seed
89. Lorna Mbatia	Small holder Dairy Comm Prog
90. Lucas Omollo	MDG Villages
91. Lucy Mwangi	Kenya National Federation of Agricultural Producers, KENFAP
92. M. Mungai	Kenya Co-operative Coffee Exporters, KCCE
93. M. Waweru	Osiligi VCT
94. Machiel Spuij	Cashew nut farmers - speaker

<b>Name</b>	<b>Company</b>
95. Magdalene Mkamba	Planta SACCO
96. Martin Waweru	Osiligi VCT
97. Mary Achini	Co-operative Bank
98. Mary Mungai	Ministry of Co-operative Development and Marketing - ACCD Project
99. Mbaabu Mbui	Co-operative Bank
100. Michael Kibiego	Small holder Dairy Comm Prog
101. Michael Mungai	Kenya Co-operative Coffee Exporters, KCCE
102. Milka Mugo	New Kenya Co-operative Creameries, KCC
103. Mohammed Magut	MDG Villages
104. Mrs. Martina	German Development Service
105. Muchira Macharia	Kenya Sisal Board
106. Mueni Nderitu	American Co-operative Development International and Volunteers in Overseas Co-operative Assistance , ACIDI-VOCA
107. Muigai Ngaruiya	GTZ-PSDA
108. Muinde Ivongo	Coffee Board of Kenya
109. Mutua Waema	Rabo Bank
110. Nancy Waiguru	Ministry of Co-operative Development and Marketing - Central
111. Naomi Kamau	Kenya Sisal Board
112. Natascha Beinker	German Embassy
113. Ndung'u Ndegwa	Rapporteur
114. Nelson Kahuria	Ministry of Co-operative Development and Marketing
115. Nelson Lwiki	Co-operative College of Kenya
116. Njambi Kibe	Rapporteur
117. Pauline Lokuruka	Egerton University
118. Peter Kimotho	Ministry of Co-operative Development and Marketing
119. Peter Ndungu	Kenya Co-operative Coffee Exporters, KCCE
120. Peter Njuguna	Kenya Cannery SACCO
121. Phanice Kajumbe	Ministry of Co-operative Development and Marketing
122. Phillemon Chebii	Baringo Teachers SACCO
123. Phillip Gitau	East Africa Fine Coffee Millers
124. Reimund Hoffman	German Technical Cooperation-Private Sector Development in Agriculture, GTZ-PSDA
125. Richard Kyalo	Co-operative College of Kenya
126. Richard Okiyo	MDG Villages
127. Robert Muriigi	Co-operative Insurance Company, CIC
128. Robert Njogu	HortiPro
129. Rose Ougo	Sheria SACCO
130. Rufus Mwathe	NICCC
131. Ruth Owuor	Ministry of Fisheries
132. S.K. Kamia	Ministry of Co-operative Development and Marketing - North Eastern
133. Samuel Kiptoo	Value Links Network Africa, VaLiNA
134. Samuel Nguere	Nyala Dairy
135. Sebastian Okotsi	MDG Villages
136. Serah Mbugua	New Kenya Co-operative Creameries, KCC
137. Simon Muhindi	
138. Stanley Migwi	Co-operative College of Kenya



<b>Name</b>	<b>Company</b>
139. Stanley Miring'u	Co-operative College of Kenya
140. Thomas Kariuki	Kenya Seed
141. Thomas Mutunga	Akamba Handicrafts
142. Thomas Siambe	MDG Villages
143. Thomas Wekulo	Kenya Agricultural Commodity Exchange, KACE
144. Veronicah Kahura	Ministry of Co-operative Development and Marketing
145. Willy Sang	NICCC
146. Xavier O. Lugaga	Ministry of Co-operative Development and Marketing - Western

## Appendix 2: List of Exhibitors

1. Agri and Co-operative Training and Consultancy Services Limited (ATC)
2. AIDS Control Unit- Co-operative College of Kenya
3. Akamba Handicrafts
4. Coffee Board of Kenya
5. Co-operative Bank of Kenya
6. Co-operative College of Kenya
7. Co-operative Insurance Company of Kenya (CIC)
8. Express Automation
9. GTZ-PSDA
10. Hortipro Ltd
11. Kenya Coffee Exporters
12. Kenya Seed
13. Kenya Sisal Board
14. New KCC
15. Shirika SACCO
16. ValueLinks Network Africa (VaLiNA)
17. Kevian Ltd

## Appendix 3: Symposium Programme

# First Regional Co-operative Value Chain Symposium

## Programme

**Thursday, 4 November, 2010**

8:00 am to 9:30 am	Registration at Management Training Center Co-op Bank
9:30 am to 10:45 am	Opening Ceremony: Mrs. A. Mwiti, ATC, Dr. W. Jaeckel, DED, Dr. E. Gicheru, Co-operative College of Kenya Official Opening: <b>Minister for Co-operative Development &amp; Marketing, Hon. Joseph W.N. Nyaga, EGH, MP</b>
10:45 am to 11:15 am	<b>Coffee/Tea</b>
11:15 am to 11:40 am	Presentation: <b>Co-operative College of Kenya, Dr. E. Gicheru</b> <b>Agri and Co-operative Training and Consultancy Services, Mrs. A. Mwiti</b>
11:40 am to 12:05 pm	Presentation: <b>Co-operative Bank of Kenya, Mrs. C. Munyiri</b>
12:05 pm to 12:30 pm	Presentation: <b>Co-operative Insurance Company, Mr. K. Kimani</b>
12:30 pm to 2:00 pm	Lunch
2:00 pm to 2:15 pm	Moderation: <b>Preparation for working groups</b>
2:15 pm to 4:00 pm	Break away presentations and group work: <b>Co-operatives and Marketing; Financial Business Service Providers for Co-operatives; Non -Financial</b>

	<b>Business Service Providers for Co-operatives; Linkages</b>
4:00 pm to 4:30 pm	<b>Closing remarks for day 1</b>
4:30 pm to 5:00 pm	<b>Coffee/Tea</b>
5:00 pm	<b>Participants visit exhibition and leave at their own leisure</b>
<b>Friday, 05 November, 2010</b>	
8:00 am to 8:30 am	Recap of Day one
8:30 am to 9:15 am	Presentation: <b>Results of Co-operatives and Marketing group</b>
9:15 am to 10:00 am	Presentation: <b>Results of Financial Business Service Providers for Co-operatives group</b>
10:00 am to 11:00 am	<b>Coffee/Tea</b>
11:00 am to 11:45 am	Presentation: <b>Results of Non -Financial Business Service Providers for Co-operatives group</b>
11:45 am to 12:30 pm	Presentation: <b>Results of Linkages group</b>
12:30 pm to 2:00 pm	Lunch
2:00 pm to 3:30 pm	Market Place: <b>Co-operatives in Value Chains, examples</b>
3:30 pm to 4:00 pm	Market Place: <b>Summary of Market Place Turn over</b>
4:00 pm to 4:30 pm	<b>Recommendations, lessons learned and way forward, Closing Remarks</b>
4:30 pm to 5:00 pm	<b>Coffee/Tea</b>
5:00 pm	<b>Collection of certificates/Symposium CDs</b>

In the four thematic working groups a number of presentations will be given. The members of each group shall extract the key elements of the presentations and compile relevant best practice examples that can be used for value chain upgrading. The facilitator will prepare a new presentation for Friday morning out of the key elements and the best practice examples together with any relevant outcomes of the group work. The findings will be compiled in the final report for the symposium.

**Presentations in the Financial Business Service Providers Group:**

- Mrs. Munyiri, CBK (Plenum)
- Mr. Kimani, CIC (Plenum)
- Mr. Oballa, Fore Finance

**Presentations in the Service Providers Group:**

- Mr. Ringo, MMA
- Mr. Ojango, VaLiNA
- Mr. Kioko, CGA
- Mr. Hoffmann, GTZ PSDA

**Presentations in the Marketing Group:**

- Mr. Kundu, KACE
- Mr. Musyoka, KCCE
- Mr. Gitao, EAFCA
- Mr. Kabuga, Legacy Consulting Group

**Presentations in the Linkages Group:**

- Mr. Spuij, MHQFP
- Mrs. Nderitu, ACDI/VOCA
- Mrs. Mwangi, KENFAP
- Mr. Hoffmann, GTZ PSDA