

REPORT

GLOBAL G.A.P. TOUR STOP KENYA

STRENGTHENING COMPLIANCE AND EXPANDING MARKETS FOR KENYA'S AGRICULTURAL PRODUCE

28TH - 30TH MARCH 2023

SAFARI PARK HOTEL NAIROBI, KENYA

PREPARED BY ROOTOOBA LIMITED

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EXECUTIVE SUMMARY

There is a huge knowledge gap on food safety standards for agricultural value chains, which hinder local, regional and global trade. The hindrance arises due to non-compliance to different quality and safety standards. In an effort to address some of the key challenges in the fresh produce trade, the Global G.A.P. Tour Stop conference was held from 28th to 30th March 2023 at Safari Park Hotel in Nairobi, Kenya. The Tourstop aimed to: (i) engage leading stakeholders in the fresh produce sector to create private sector incentives for agricultural producers to adopt safe and sustainable practices; and (ii) provide an opportunity for stakeholders in the industry to learn from Global G.A.P experts and other key industry and market players. The experts shared knowledge and insights on: optimizing on-farm operations, upgrading good agricultural and social practices, exporting products to global markets, boosting retail sales by responding to consumer demands and opportunities in new markets. The Global G.A.P. Tour Stop conference was officially opened by the Cabinet Secretary, Ministry of Agriculture and Livestock Development, Hon. Mithika Linturi, and his speech was delivered by the Principal Secretary, State Department of Livestock Development, Mr. Harry Kimutai, CBS. The conference was attended by over 500 participants representing over 200 institutions. During the conference, there were key note presentations, breakout sessions and pitching for exhibitions by partners. In the breakouts, there were expert presentations followed by interactive question-and-answer sessions. There were five keynote presentations on the first day that broadly covered “updates on standards and creating synergy to aid trade in Kenya’s agricultural produce”. The key note presentations were followed by two breakout sessions that focused on: (i) making standards work without increased burden on producers, and (ii) remaining competitive in the midst of the changing SPS global landscape. On day two, there were two expert discussion sessions on: (i) role of public sector in supporting consumer health and agricultural trade; (ii) supporting the crops sector to meet requirements for international and local markets and enhancing markets for Kenya’s fresh produce - Focus on the US market. It was from the panel discussions, expert opinion and participants contributions during the key note addresses and break-out sessions that key recommendations - highlighted in this report - were drawn. The last session on day two entailed reading a preliminary communique to the participants on the “call to action” or “next steps” as suggested during discussion sessions. On the last day of the conference, the participants were grouped into five for exposure visits to five locations namely: KALRO Thika (PTC and HRI), Kakuzi, Plantech Kenya Limited, Cropnuts Laboratories and Mitchell Cotts Limited. This report summarizes the key points from the speakers’ presentations; participants’ feedback; and highlights the key recommendations regarding the “next steps” as suggested by the participants and the experts in the panel discussions.

1. BACKGROUND

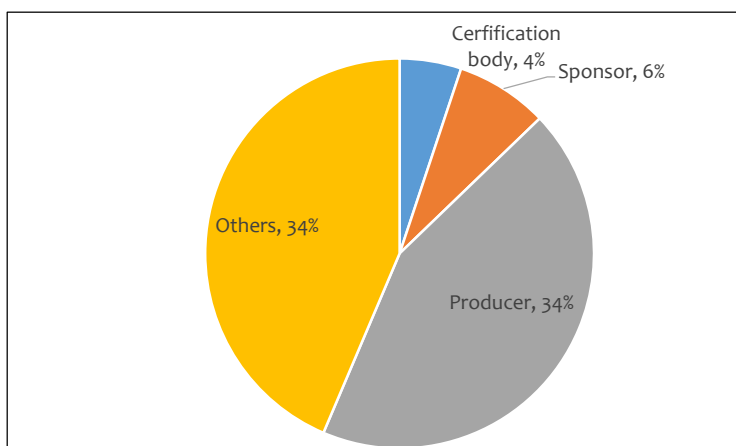
Fresh produce farming in Kenya is dominated by small-holder farmers. The crops dominating this sector in Kenya include fruits such as mangoes, pineapples, avocados, oranges, pears and plums; vegetables such as tomatoes, onions, French beans, cucumbers, egg plants, sweet peppers, chilli peppers, lettuce and spinach; herbs and spices, and flowers that include roses, turnips, orchids, lilies, samoras and carnations. The sector greatly contributes to the country's economy through foreign exchange, local supply for food, providing employment to Kenyans, and development of related industries. The sector is however, facing numerous challenges including lack of financing, low profit margins due to excess supply in the local market, drought, erratic rains, and high competition from farmers in developed countries. There is also a huge knowledge gap on food safety standards for different value chains, which hinder regional, continental and international trade, as well as marketing of these food products.

The demand by producers to streamline operations along the crop value chains in order to tap into the growing markets both locally and internationally is growing tremendously. The key hindrance to exporting fresh produce is mainly due to non-compliance to different standards and particularly global standards. To address some of the challenges facing the horticultural industry and deliberate on possible solutions, Rootooba Limited and GLOBALG.A.P. organized a Global G.A.P. Tour Stop from 28th to 30th March 2023 at Safari Park Hotel in Nairobi, Kenya. The Tour Stop brought together 540 participants representing over 200 institutions from across the globe. The Tour Stop served as an opportunity to engage leading stakeholders around the globe and unite them behind a common purpose of creating private sector incentives for agricultural producers worldwide to adopt safe and sustainable agricultural practices. Due to their unique setting, the Tour Stops provide an opportunity for stakeholders of the supply chain to learn first-hand from experts and other key industry and market players. Specifically, they are geared towards helping actors to:

- i. Optimize on-farm operations and management
- ii. Upgrade Good Agricultural and Social Practices
- iii. Export products to the world's markets
- iv. Access national and international trade networks
- v. Boost retail sales by responding to consumer demands
- vi. Be part of the global change toward safe and sustainable food

In light of this, the 2023 Kenya Tour Stop sought to: (i) Engage leading stakeholders around the globe in creating private sector incentives for agricultural producers to adopt safe and sustainable practices; (ii) Provide an opportunity for stakeholders to learn from GLOBAL G.A.P experts and other key industry and market players on optimizing on-farm operations, upgrading good agricultural and social practices, exporting products to global markets, boosting retail sales by responding to consumer demands and opportunities in new markets and (iii) Deliberate on ways to bring down compliance costs in order to promote trade.

The detailed program of the Global G.A.P. Tour Stop is provided in Annex 1.



Affiliation of participants during the Global G.A.P. Tour Stop held from 28th to 30th March 2023 at Safari Park Hotel in Nairobi, Kenya

2. PARTICIPANTS' EXPECTATIONS

At the beginning of the Tour Stop, the participants outlined the following as their expectations from the conference:

- To learn more about requirements for Global GAP compliance
- Networking
- To explore new markets
- Understand requirements for horticultural export markets
- To learn, unlearn and re-learn good agricultural practices
- To learn more about standards in the horticultural industry
- To understand the requirements for compliance with quality standards for the international markets
- Explore different horticultural products with potential for export
- To learn about the dynamics and changes in the horticultural global market
- Learn about better management of out-grower programs to ensure compliance

- Familiarize with emerging issues in the sector
- To learn about food safety, food security and trade facilitation
- Enhance knowledge on Global Gap and market opportunities
- Get better exposure on agribusiness
- To expand into untapped markets
- Integration of water and agriculture sciences
- To understand how voluntary standards can create market access for farmers
- To learn about the role of Global GAP in strengthening compliance and how this can benefit rural communities
- To learn how small-scale farmers can enter the global market; challenges and opportunities
- Learn more about vertical farming
- Understand the new IFA V6 Smart standard
- To learn what is new in the GG V6
- To learn how to reduce the risk of maximum residue levels (MRL) through good agricultural practices
- Learn about food safety improvements in the global food system
- Learn more on the sustainability agenda
- Interact with industry actors and know the challenges that Global GAP can solve for the industry
- To understand the approach that various organizations use to solve the current agricultural challenges in the world
- To know how long it takes to get an export permit after completion of Global GAP audit
- To know whether there is a way that usage of pesticides in the local market can be regulated in the same way that usage of pesticides is regulated for production targeting the European market
- To learn how the scarce fresh water can be sparingly and profitably used in agricultural production systems
- Learn about strategies for sustainable provision of food to future generations
- To understand how to empower farmers through market synergies as we also enable commercial kitchens through supply of fresh produce
- To exhibit and demonstrate safe use of pesticides
- To understand market requirements in order to offer appropriate financial solutions
- How to connect the horticultural markets logistically seamlessly, stress free, in a pocket friendly manner

- To enjoy Global G.A.P. Tour Stop in Nairobi

3. HIGHLIGHTS OF DAY 1: 28TH MARCH 2023

Feedback from presentations and discussions on day one are highlighted in Annex 3.

3.1. Key note presentations and remarks by Chief Guest

3.1.1. The status of the export market for fresh produce in Kenya and highlights on new market frontiers

Presentation by Apollo Owuor, Technical Director, Sustainable Farming Africa and board member ASNET. The highlights of the presentation were:

- So far, Kenya has been able to meet the global standards
- There is a huge market for horticultural produce - Explore new market frontiers
- Current and recent distractions to marketing horticultural produce include: climate change, high cost of doing business and covid 19
- There is need to find solutions to mitigate effects of climate change
- Convert challenges into opportunities e.g. expanding exports to regional and global markets
- There is need to ensure sustainability in food systems
- There is need to reduce usage of chemical control products while ensuring effective control of pests and pathogens
- The sector needs to adopt the farm to fork approach
- There is need for better coordination of food systems
- Standards should be enforced across different actors
- There is need to organize the unregulated informal sectors
- To achieve the desired progress, strength of the stakeholders (development partners, government and private sector) lie in their collective efforts

3.1.2. Looking into the future – Global G.A.P. engagement with Africa

Presentation by Dr. Kristian Moeller, Managing Director, GLOBALG.A.P. The highlights of the presentation were:

- For Kenya to take a strategic position in the sector, there is need for partnership between public and private sector
- Producers should treat farming as a profession
- Producers need to adopt sustainable production in the face of climate change
- There are numerous opportunities in the horticultural sector upon compliance with safety and sustainability

- There is need to overcome internal barriers - Unnecessary complications should be removed from regulatory framework
- To enjoy economies of scale, there is need to up-scale production
- Food safety needs should always remain at the center of the industry
- Producers should adopt consumer labels that have traceability system
- Stakeholders need to work towards synthesizing national standards with global standards
- There is need to take a holistic approach to farm assurance:
 - Food safety
 - Environmental sustainability
 - Workers wellbeing

3.1.3. Keynote by key sponsor-USAID

Presentation by Michael Michener, Deputy Assistant Administrator, USAID's Bureau for Resilience and Food Security. The highlights of the presentation were:

- The Global G.A.P Tour Stop was an opportunity for various stakeholders to engage
- Global GAP offers infrastructural support needed to increase intra Africa trade
- There are numerous market opportunities in Kenya for Kenya
- There is need to strengthen existing markets and expand to new markets
- There is need for collaboration among all actors to strengthen compliance with standards
- Products must meet global standards to remain competitive
- Multiple certificates for export of fresh produce will hurt exporter. There is need to explore the possibility of one certificate to export horticultural products
- The US government is committed towards efforts that will enhance market development

3.1.4. Remarks by Chief Guest

The Chief Guest for the Tour Stop Conference was the Cabinet Secretary, Ministry of Agriculture and Livestock Development, Hon. Mithika Linturi. The speech was delivered by the Principal Secretary, State Department of Livestock Development, Mr. Harry Kimutai, CBS. The highlights of his remarks were:

- EU has been Kenya's main international market; but we need to expand to build other markets such as North America, Asia and Middle East
- Certification is key to access international markets and increase competitiveness
- Standards should not be a stabling block to trade, but should be facilitative

- Government is committed to enhance capacity of farmers on sustainable agricultural production and through partnerships with private sector
- New trends to focus on in the horticultural industry:
 - Food safety
 - Consumer awareness
 - Sustainable production/Environment
- Kenya has the highest number of international certifications in Africa
- Regulatory agencies (local and international) should embrace and make reference to global standards to the benefit of farmers
- There is need to reduce the cost of certification to keep producers in business
- Reduce interceptions at the EU market - Kenyan produce is targeted at 10% inspection

3.2. Updates on standards and creating synergy to aid trade in Kenya's agricultural produce

3.2.1. GLOBAL G.A.P.: The new IFA standard, IFA V6 SMART & GFS

Key note presentation by Christi Venter, Team Leader Training and Development, Global G.A.P.: The highlights of the presentation were:

- There is need for smart standards – A smart approach for sustainability
- Need for continuous improvement of the standards
- The new version takes a holistic approach to farm assurance
- Update to V6 was necessitated by need for smarter standards with smarter angle, smarter systems with smarter services, smarter approach to sustainability and smarter integration of data
- The process of developing the IFA V6:
 - a. Drafting
 - b. 3 public participation fora
 - c. 79 virtual world consultative workshops
 - d. 2003 comments, which were reviewed
- The standard was launched in October 2022
- Release of the first publication of the standard will be from July 2023
- Smarter IFA V6 was available from January 2023
- Difference from the previous version is that V6 is outcome oriented and therefore has principles and criteria instead control points and compliance criteria
- IFA V6 has only two scopes: plants and product categories and does not have standards on livestock

- IFA V6 has two editions: GFS and smart
- While the smart edition fits majority of producers, GFS is only for fruits and vegetables producers
- Major differences between GFS and smart: GFS has more major requirements than smart
- GLOBALGAP has established a registered trainer program to support producers to become certified
- IFA V6 focuses on:
 - Food safety
 - Legal requirements
 - Production and processing
 - Environmental sustainability
 - Animal health and welfare
 - Workers well being

3.2.2. Aligning local regulations with international standards

Key note presentation by Dr. Andrew Edewa, Director, Standards and SPS measures, Trademark Africa (TMA). Highlights of the presentation were:

- Standards are meant to promote social goals of a country: health, safety of the population, conservation of the environment, and prevent deceptive practices in trade
- Standards can become a barrier in international trade if they vary from country to country
- Hence the existence of global systems for agricultural food trade namely: WTO, SPS and TBT
- Local governments needs to align local standards with international standards to avoid unnecessary barriers to trade
- Global GAP should adapt to local conditions, support VTPAs as part of official control, support for awareness creation, alignment to national codes of practice and strengthen regional/international regulatory framework
- The role of public and private standards in regulating international food markets
- Requirement to comply with mandatory and voluntary standards in the export market
- Impact of international voluntary standards on smallholder market participation in developing countries
- Considerations for GLOBALGAP

- Strengthen risk analysis
- Incorporation of SPS and TBT requirements
- Alignment with national codes of practice

3.2.3. Understanding the Africa Continental Free Trade Area (AfCFTA) –what is in it for Agricultural Trade?

Key note by Prof. Seth Gor, Associate Professor of Economics, University of Nairobi, Kenya. Highlights of the presentation were:

- afCFTA covers 55 countries = 1.724 billion people
- It provides a large single market for agricultural goods
- If implemented, afCFTA can contribute to agricultural trade in the following ways:
 - i. Liberalized market for agricultural goods and services hence support agriculture
 - ii. Free movement of capital
 - iii. Facilitation of cross-border trade and investments
- National governments, however, need to domesticate the agreement, develop implementation strategy and establish support institutions/systems
- In Kenya, 27 companies have already started transacting through the AfCFTA
- Enablers to afCFTA
 - Free movement
 - Transport corridors
 - Quality & cheap energy
 - Maritime transport programs
 - Single African Air transport market

4. HIGHLIGHTS OF DAY 2: 29TH MARCH 2023

4.1. Role of public sector in supporting consumer health and agricultural trade

4.1.1. The Hidden Gem: Improved fresh produce technologies

Key note by Dr. Lusike Wasilwa, Director, Crop Systems, KALRO. Highlights of the presentation were:

- Producers need to adopt Technologies, Innovations & Management Practices (TIMPS) to enhance their production systems. Such TIMPS include:
 - i. Use of mobile phone applications developed by KALRO
 - ii. Producers should grow improved varieties that are resilient to climate change
 - iii. Cold chain transportation of well packaged fresh produce to maintain quality
 - iv. Adoption of biological and organic controls of pests and diseases
 - v. Grow market and consumer preferred varieties – consumer preferences

- vi. Production and value addition of less utilized fruits e.g. goose berries
- vii. Growing crops that are well adapted/suitable in specific agro-ecological conditions
- Stakeholders should provide feedback on progression of research for evaluation and improvement

4.1.2. Kenya's response to emerging issues – PCPB Pesticide regimes for horticultural produce and MRLs

Key note by Dr. Esther Kimani, CEO, PCPB: The key issues in the horticultural sector include:

- i. Change in local and international policies, especially the green deal
- ii. Increasing fears on exceeding MRLs levels in agricultural produce
- iii. Climate change
- iv. War and epidemics e.g. Ukraine war and Covid 19
- v. Emerging pests and diseases
- vi. Access of information by farmers on use of pesticides
- vii. Kenyan consumers do not demand for safe food (unlike other international markets)

Response of PCPB to emerging issues:

- i. Registration, promotion and use of biocontrol products
- ii. Strengthening of regulatory institutions
- iii. Review of policies and regulations
- iv. Promotion of spray service providers
- v. Increased collaboration with partners, especially private sector and sharing of information
- vi. Use of ICT to communicate
- vii. Efforts for post-product registration surveillance
- viii. Introduction of risk assessment in evaluation of pest control products during registration

4.1.3. Impact of lifting the GMO ban on Kenya's fresh produce trade

Key note by Dr. Roy Mugira, CEO National Biosafety Authority. Highlights of the presentation were:

- There are no fresh produce/products produced in Kenya that are genetically modified. The only commercialized genetically modified crop in Kenya is cotton

- Will EU market accept horticultural produce from Kenya? There should be no concern since Kenya does not have any genetically modified fresh produce
- Are there concerns regarding export of genetically modified crops to the regional market thereby affecting trade? Kenya does not export grains or any other crop that is any genetically modified to the EAC member countries
- Is there a risk of cross pollination between genetically modified and conventional crops? There is a possibility but only for maize and baby corn.
- NBA would like to be involved in localizing standards such as GLOBALG.A.P.

4.2. Supporting the crops sector to meet requirements for international and local trade

4.2.1. Highlights of presentation by NCBA Bank

- NCBA has allocated resources to support the agriculture sector
- A farmer does not have to have an account with the bank to access financial credit for agricultural activities
- NCBA is willing to provide financial support to farmers seeking certification
- The bank also support farmers to acquire farm inputs at a discount and in fact the bank has partnership with selected registered input suppliers
- The bank has a sustainability pillar as well, that can be leveraged by efforts such as the GLOBALG.A.P standard
- As the bank looks into the future, it aims to support asset financing in a bundled package

4.2.2. Highlights of presentation by Equity Bank

- The bank has a specific banking portfolio for food and agriculture
- It supports development in Africa and has a resilience plan by enterprises – to recover from impact of Covid with focus on the agricultural sector from production in the field to value addition to logistics
- Beneficiaries of financing include all actors along the value chain: agro-input dealers, on farm service providers, input manufacturers and suppliers, aggregators, MSMEs, exporters, transporters
- Loan payment plans are synchronized with harvesting and marketing of the produce

4.2.3. Highlights of presentation by Britam Insurance

- Focuses on emerging markets and consumers

- Has specific products product to support the agriculture sector:
 - i. Digital products
 - ii. Informal workers and MSMEs
 - iii. “Kinga ya Mkulima” – a medical cover for small holder farmers and their family members, which is affordable from as low as Ksh. 55 per month
 - iv. Area yield index insurance – based on weather. The cover also helps farmers’ access credit from financial institutions

4.2.4. Highlights of presentation by MARK-UP Kenya: Impact on Kenya’s trade competitiveness and market access

The on-going activities under the Market Access Upgrade Programme (MARK-UP) project include:

- Development of training materials for different stakeholders
- Training of extension officers who are in turn expected to disseminate the knowledge to farmers.
 - Impact: Some groundnut farmer groups have been contracted for export of groundnuts
- Empowering women and youth as champions of food safety
 - Impact: Adherence to standards helps secure access to markets; compliance with standards guarantees market and better prices

4.2.5. Highlights of presentation by COLEAD: Gaps to market access for Kenya’s agricultural produce: how is COLEAD intervening sustainably?

The introduction highlights included:

- COLEAD is demand driven and accessible to stakeholders for support
- It capitalizes on previous program and outputs to find synergies with other institutions
- It measures impact of engagement with stakeholders
- Beneficiaries from COLEAD include all value chain actors
- COLEAD relies on programs such as NExT Kenya, Fit for Market, Agrinfo

Interventions by COLEAD:

- i. Provide up to date information to help make informed decisions
- ii. Technical assistance and trainings on new and evolving topics
- iii. Runs webinars and innovation series
- iv. Advocacy for ACP point of view

- v. Has developed online platform: Agrinfo

4.3. Enhancing markets for Kenya's fresh produce - Focus on the US market

4.3.1. GLOBALG.A.P. solutions for the regulatory and market requirements in North America

This key note presentation was jointly made by North America GLOBALG.A.P. staff members Jane Bi, Buyer Relations Manager; and Alejandra Pistagnesi, Technical Key Account Manager Argentina, Bolivia, Chile, Paraguay, Uruguay: Highlights of the presentation were:

- i. North America imports most of the horticultural commodities that Kenya exports
- ii. There are two importation requirements by North America market: FSMA and GFSI
- iii. FSMA requirements (from US regulatory authorities):
 - a. Producer safety rules – minimum requirements for production and marketing of fruits and vegetables
 - b. Food traceability rule for food in the food traceability list
 - c. Preventive control rules
 - d. Foreign supplier verification – Global GAP
 - e. Others: Phytosanitary certification, cold chain verification
- iv. GFSI requirements from the market (retailers, food service and restaurant chains)
- v. Uses a set of benchmarking requirements
- vi. Recognizes Global GAP – risk assessment on social practice
- vii. Global GAP offers assurance to meet a range of market requirements while streamlining the audit processes
 - a. Social responsibility - Workers' health and safety, working hours, overtime, child labor, slave labor, wages, grievance mechanism
 - b. Environmental sustainability - ramification of weather change, packaging, soil improvement, water use requirements, pollinator protection among others
- viii. In addition to meeting the FSMA and GFSI requirements, the following are required to compete in the North America market:
 - a. Identify market gaps and opportunities
 - b. Investment in infrastructure that supports trade
 - c. Verify responsible farm practices through audit and certification schemes e.g. Global GAP

- d. Group certification to build stronger collective access to market and central sources of information
- e. Utilize memberships such as IFPA
- f. Sustainability and social requirements from the market (retailers, food service and restaurant chains)

4.3.2. Panel discussion on GLOBALG.A.P. solutions for the regulatory and market requirements in North America

In a question-and-answer session, the participants made the following observations to the USA GlobalGAP team:

- The presentation was an eye-opener for the Kenya exporters
- Kenyan exporters should exploit opportunities for specific crops that have a huge export potential to USA, and where Kenya has a competitive advantage compared to South America exporters
- The participants also raised the following questions to the USA GlobalGAP team:
 - i. What products is Kenya more competitive in when targeting the USA market compared to Latin American producers?
 - ii. On which category of products is the Harmonized Produce Safety Standard (HPSS) designed or based on?
 - iii. What is the position USA government on airfreight in reference to carbon footprints?
 - iv. Are there any Kenyan exporters currently exporting horticultural products to USA and if so, what products and volumes?
 - v. Can GlobalGAP recommend efficient cooling companies in Kenya for post-harvest cooling; preferably those certified by GlobalGAP?
 - vi. Can GlobalGAP share details of potential buyers of horticultural produce in the US market?
 - vii. What is the sector doing to reduce the cost of compliance with standards for farmers, which remains high especially for small-holder farmers?
 - viii. Is GlobalGAP extending compliance with standards to the organic industry?

5. WAY FORWARD AND CLOSING CEREMONY

5.1. Way forward

Dr. Charity Mutegi of Rootooba Limited shared a summary of the next steps/recommendations drawn from suggestions made from panel discussions and

participants contributions. The detailed recommendations are outlined in Section 7 of this report.

5.2. Official closing

The Tour Stop was officially closed by Beatrice Nyamwamu, Director General, Agriculture and Food Authority (AFA). The highlights of her remarks were:

- The importance of standards and food safety regulations in ensuring consumer protection, food security and preventing deceptive practices along agricultural value chains
- Elaborated what comprises a standard
- Increase in the number of technical requirements and standards for agricultural products and activities aims at meeting consumer demands for safe and quality food products
- Successful adoption of standards requires support from farmers and industry actors
- GLOBALGAP standards guarantee safe and sustainable production of agricultural products throughout the value chain, ultimately benefiting to the following groups:
 - i. **Producers** - Solutions offered by GlobalGAP are a ticket to the local and global market as they offer product certification
 - ii. **Buyers** - GlobalGAP assures sourcing of safe, quality products that meet the baseline requirements for food safety and hygiene from reliable producers, thus cutting exposure to product safety risk. Traceability system enables buyers to monitor their producers and products and validate their certificates. GLOBALGAP also enables buyers to work with growers on improvement plans for food safety and sustainability for enhanced food quality
 - iii. **Consumers** - the GGN label confirms that the products were farmed in line with certified, responsible farming practices that cover food safety, environmental protection, animal welfare, social responsibility, and supply chain transparency
- The DG, AFA explained that the GlobalGAP Tour Stop provided an excellent platform for:
 - a. Creating awareness of food safety standards for different agricultural value chains
 - b. Served as a forum for engagement among actors along the agriculture value chains
 - c. Provided a networking forum for the betterment of agribusiness

- d. Offered an opportunity for participants to learn first-hand from the GlobalGAP and other food safety experts on:
 - How to optimize on-farm operations and management
 - Upgrade good agricultural practices
 - Access national and international trade networks
 - Boost retail sales by responding to consumer demands
 - Being part of the global movement towards safe and responsible farming
- To remain competitive regulatory agencies and the actors in the sector need to:
 - Align national regulations with international standards
 - Enforce compliance to international standards
 - Address emerging issues in the global market
 - Enhance access to finance by producers and other value chain players
- Actors in the horticultural sector should take advantage of the African Continental Free Trade Area (AfCFTA) for intra-Africa trade
- The DG reiterated the government's commitment to supporting initiatives towards improving food safety and quality of produce in order to boost Kenya's competitiveness in the global market

6. HIGHLIGHTS OF THE FIELD TOUR

The Global G.A.P Tour Stop participants had an opportunity for an exposure tour to various destinations including:

- i. **KALRO HRI Thika** - the participants toured the facilities and interacted with several technologies including; fruit tree nursery structures (with avocado, mangoes, macadamia, passion fruit, tissue culture bananas, fruit tree mother blocks, micro-propagation of bananas and pineapples), various fruit tree propagation processes that include media preparation, potting, grafting and product displays. They also observed various crops in the field including, beans, maize, cowpea, green gram, sunflower, wheat, rice, cassava, sweet potato among others to learn about plant health and diagnostic procedures.
- ii. **Kakuzi Limited** - the participants had an overview on the scale of operations highlighting the company's operations, and the agricultural products that are handled at the facilities. There was a field visit with a focus on the crops whose operations are certified. Additionally, the participants visited the pack-house to familiarize themselves with the procedures from the beginning up until the produce is ready for transportation.

- iii. **PlantTech** - the participants had an opportunity to observe, learn and understand the process of propagation in details including the varieties propagated in the facility, the kind of materials used in the process, the control measures in place to ensure safe, healthy, clean, quality seedlings and the timelines required to achieve this. Additionally, the participants were exposed to some of the technologies in place.
- iv. **Cropnuts** - the participants were briefed on the overall operations of the organization and their target clientele. The participants also visited various laboratories including; Soil/Leaf/Fertilizer Testing laboratory, water testing laboratory, food safety testing laboratory and the plant pathology laboratory. The participants were also taken through the various samples tested, the parameters analyzed, the analysis methods and the impact of testing on the producers and their produce.
- v. **Mitchell Cotts** - the participants were taken through the process of receiving and processing perishables and non-perishables products for the export market. The logistics for engagement between the farmer/company and the international buyer were also explained; and the process of importing items through the Company was also explained.

7. KEY RECOMMENDATIONS

This Section highlights the key recommendations that were made for specific aspects that are important in supporting the horticultural industry in Kenya. The recommendations are drawn from suggestions made from panel discussions and participants contributions.

7.1. Making standards work without increased burden on producers

The key solutions/recommendations suggested from the 2023 Global G.A.P Tour Stop on making standards work without increasing the burden on producers include:

- i. Formation and strengthening of farmer groups for better support e.g. aggregation, cold storage, communal transportation and capacity building. This will also lower the cost of compliance; include women and youth in the groups
- ii. Strengthen provision of extension services - whether government or private services – for consistent capacity building
- iii. Close the gap between regulatory bodies and farmers. Involve farmers in development and implementation of the standards

- iv. Promote and avail appropriate and efficient production (e.g. drip irrigation) and post-harvest handling technologies, including indigenous farming methods, for small-holder farmers to improve agricultural productivity and sustainability
- v. Raise awareness and integration of consumers and consumer groups in the development and implementation of the standards
- vi. Engage policy makers (Government) to lower cost of inputs
- vii. Lobbying for financial support from County Governments to support compliance of small-holder farmers with the standards

7.2.How the code of practice (KS 1758) and GLOBALG.A.P can synergize for safe trade and affordability

The key solutions/recommendations suggested from the 2023 Global G.A.P Tour Stop on how the code of practice (KS 1758) and GLOBALG.A.P can synergize for safe trade and affordability include:

- i. Develop a “basic or a foundation” local GAP standard to start off smallholder farmers; then build their capacity for a graduated compliance
- ii. Embrace a 2-3 years graduated approach for compliance of small holder farmers with KS 1758
- iii. Support small-holder farmers to comply with KS 1758 and Global GAP through capacity building
- iv. Revision of KS 1758 to expand its scope to cover the East African region (EAC) to benefit from an expanded market
- v. Enforcement of compliance with KS 1758 for the domestic market by regulatory agencies
- vi. Adoption and use of a farmer-friendly language in raising awareness among small-holder farmers on KS 1758 and need for compliance with the standard
- vii. Promotion of integrity among players in the horticultural industry for compliance with KS 1758
- viii. Strengthening consumers and consumer groups in the local market to demand safe food from retailers
- ix. Donor support for local SME manufacturers to enhance their skills; who will in turn support their out-grower small-holder farmers. The manufacturers are key stakeholders and would be keen on successful compliance of their out-grower farmers with the standards

- x. There is need for stakeholders' engagements on improvements of KS 1758, and strengthening synergy between KS 1758 and Global G.A.P. in the most affordable and effective way possible

7.3. Remaining competitive in the midst of the changing SPS global landscape

The key solutions/recommendations suggested from the 2023 Global G.A.P Tour Stop on supporting producers and other actors to comply with standards so that they do not lag behind as the global landscape evolves focused on testing, traceability and MRLs. The specific recommendations included:

- i. Enhancement of traceability through improvement of operations along agricultural commodity supply chains. This can be achieved through digitization of supply chains from registration of farmers, fields, application for standards, trainings, audits to product collection. The databases can be used to link farmers to markets and financial institutions
- ii. Harmonization of MRL standards for various markets
- iii. Mainstreaming laboratory testing for evidence based decision making. In addition, there is need to introduce rapid testing kits for MRLs
- iv. Capacity building (Training) for spray service providers and laboratory testing for MRLs. There is also need to increase the number of spray service providers
- v. Development of digital outreach programs including e-learning tools
- vi. Promotion and use of low risk products in control of pests and diseases such as biological control products and traps
- vii. Enhanced trainings on consumer safety and trade
- viii. Label extension to crops that are not included in crop groupings
- ix. Support of producers by policy makers for better resilience – e.g. negotiation for graduated compliance of small-holder farmers with the standards

7.4. Positioning locally and regionally to remain competitive globally

The key solutions/recommendations suggested from the 2023 Global G.A.P Tour Stop on positioning locally and regionally to remain competitive globally include:

- i. Adoption of technologies, innovations and management practices (TIMPS) (smart agricultural production technologies) to enhance efficiency in agricultural production e.g. mechanization; planting improved varieties and growing crops and varieties that are well adopted in particular agro-ecological zones (AEZ); practices that promote adaptation to climate change; growing market and consumer preferred varieties

- ii. Adopt efficient and recommended storage, handling (e.g. use of crates) and transportation (e.g. refrigeration) conditions for horticultural produce to minimize losses and damage to produce
- iii. Strengthen collaboration and linkages between regulators, researchers, innovators, academia and industry
- iv. Promotion and use of biological control and organic approaches in pest and disease management for sustainable crop protection practices; and conservation of biodiversity
- v. Science based development of standards
- vi. Diversification - types of horticultural crops and production of emerging foods like gooseberry
- vii. Domestication of Global G.A.P. standard to strengthen traceability of horticultural produce for the local and regional markets
- viii. Adoption of IPM practices for effective pest and diseases management for sustainable production
- ix. Use of state-of-the-art laboratories for efficient, timely and precise testing of pesticide residues
- x. Strengthening the role of regulatory agencies in protection of farmers from exploitation from wayward exporters
- xi. National Biosafety Authority (NBA) needs to put in place strict mechanisms that guarantee consumer choice (e.g. labelling) and conservation of biodiversity e.g. no cross-pollination between GM and non-GM crops at seed production level
- xii. Raising awareness among producers on correct and appropriate pesticide usage through following pesticide label instructions
- xiii. Post-product registration (pest control product) surveillance
- xiv. Continuous review of policies and regulations in the agricultural sector
- xv. Adoption of digital tools in communication with stakeholders

7.5. Supporting the crops sector to meet requirements for international and local markets

The key solutions/recommendations suggested from the 2023 Global G.A.P Tour Stop on supporting the crops sector to meet requirements for international and local markets include:

- i. Capacity building for small-holder farmers through training of Extension Officers and Lead Farmers on GAP and post-handling practices; need for continuous training to sustain GlobalGAP certification

- ii. Enhance market access for producers – requires active role and input from government, development partners and County governments
- iii. Ensuring adherence to standards
- iv. Bridging the gender and age divide – support youth and women
- v. Guaranteeing consumer protection through production of safe foods
- vi. For effective communication to targeted audience, generate communication messages for specific segments of the horticultural sector
- vii. Provide necessary support to producers for compliance with set standards and evolving requirements including environment (e.g. mode of transport), sustainability and social aspects in the EU market
- viii. Financial institutions need to have flexible loan products for the agricultural sector; and have favourable terms for youth interested in venturing in agriculture
- ix. Insurance companies should come up with innovative products for the agricultural sector
- x. Strengthening agricultural extension services
- xi. Continuous stakeholders engagement
- xii. Technical assistance and trainings on new and evolving topics
- xiii. Provision of up to date information for informed decision making

7.5.1. Unlocking US-Kenya agricultural trade opportunities

The key solutions/recommendations suggested from the 2023 Global G.A.P Tour Stop on unlocking the US-Kenya agricultural trade opportunities include:

- i. Establishing commercial offices (Trade Attaches) under the Ministry of Trade in major cities (besides Washington DC) to support and facilitate export trade; carry out market intelligence
- ii. Government deliberately seeking new markets and expanding current markets
- iii. Taking advantage of AGOA to export to USA
- iv. Exploit opportunities for specific crops that have a huge export potential to USA – avocados, Green beans, macadamia nuts
- v. Take advantage of exporting horticultural crops and cut flowers with approval to USA - Baby carrots, French beans, Roses

8. FINAL REVIEW AND FEEDBACK FROM PARTICIPANTS

At the end of the Global G.A.P Tour Stop, the participants shared their feedback on various aspects through the Mentimeter platform. Highlights of the feedback are

provided in Annexes 3 to 5. The participants shared feedback, rated various parameters, or shared their opinion on the following:

- i. How they learnt about the Tour Stop
- ii. Reason for attending the Tour Stop
- iii. Rating of the venue
- iv. Rating of the venue design
- v. Quality of refreshments
- vi. Content shared during the Tour Stop
- vii. Speakers invited to the Tour Stop
- viii. Areas/aspects that require improvement
- ix. Topics to be included in future Tour Stops
- x. Favourite experience or moment

9. LIST OF ANNEXES

Annex 1: Global G.A.P Tour Stop program

The Tour Stop program and the speakers' profiles is attached.

Annex 2: Participants' Feedback and Questions on Day One

Here is a summary of the participants' feedback and questions on day one:

Feedback

- Very impressive deliberations
- Good insights, together we change the conversation
- Together we conquer the market barriers
- It is great to attend and partner with all stake holders in the industry. Yearning to expand my scope and network so we can change the agriculture sector
- Presenters should share their presentations with the participants

Questions

- Share resources that break down the AfCFTA for profit oriented business. Also which body is in charge of implementing the trade agreement?
- Are horticultural crops covered by the AfCFTA agreement?
- Certification schemes and standards are good but is it possible to combine them into one instead of multiple standards. And is it possible to also show the outcome of how the farmer will make profit
- Why hasn't Eritrea signed the AfCFTA agreement?
- Which indicators are being used to score compliance to the AfCFTA agreement?

- Shed more light on the deliberate efforts being made by political actors in Africa to implement crucial trade agreements such as AfCFTA?
- From an expert point of view, are the market standards acting as non-tariff barriers to international trade for developing countries?
- How do I get proper advice and knowledge on food safety?
- Is it possible to analyse the composition of compost or farmyard manure and establish the N:P:K Composition?
- How do we enhance safety of our agriculture besides the regulations
- Is it possible to have pollen contamination from genetically modified crops to other varieties and if yes, how should export crops planted alongside genetically modified crops be protected?
- I export avocados to Europe. How can I get a list of the farmers who are Global Gap accredited so that we can prioritize buying their avocados
- Does KALRO have plans of incorporating farmers in financing research of interest instead of waiting for Government support?
- Is it accurate to say private standards only focus on profits?
- Between mandatory and private standards, who is better placed to merge their standards to ease the financial burden on the farmer?
- What are Hops under sub-categories in plants scope in V6 standard?
- Which organization can help small-holder farmers get GlobalGAP certification in Kenya?
- Doesn't the outcome based approach (under IFA V6 standard) introduce bias? I note the mention of experienced auditors and curious if experience is of the local context/sector?
- How can Global Gap help in certification of small-scale producers since the process is expensive?
- Is the training for IFA V6 standard online and for how long?

Annex 3: Participants' Feedback and Questions on Day Two

Here is a summary of the participants' feedback and questions on day two:

What stood out for the participants from day one sessions

- Learnt the importance of good agricultural practices
- Glad to hear about the AfCFTA agreement
- The local market is significant and should be targeted
- The need to recognize farmers as professionals
- Food safety and sustainability are guided by standards

- The positive energy of the participants
- Very lively engagement. The participants were asking the right questions to the presenters and showing a lot of interest in learning. There's positive energy in the room
- Food safety is an invisible quality given the nature of the producer and the consumer
- There exists an immense market in Africa
- It is possible to carry out good agricultural practices
- >45% of global GAP certifications in Africa are in Kenya
- Certification needs to be affordable and feasible to all producers but especially small-holders farmers
- Discussion on how to lower the cost of Global gap compliance
- The need to integrate standards to be workable and sustainable
- Difference between SMART and GFSI GG schemes
- The AFCFTA and the new standard Global GAP version 6
- The challenges of compliance that farmers are facing can be solved by the stakeholders
- Standards should facilitate trade and market access and not be a barrier to trade
- Many exhibitors with cutting edge products for farmers
- Global GAP in the IFA V6 are not focusing on just documentation in audits but understanding the farmer's practice to assess conformance to the principles
- Government to be at forefront of implementing standards to make the agribusinesses compete at international level
- Standards should aid rather than be a barrier to doing business globally
- Bringing back farmer groups, going back to offering extension services at farm level and emphasizing on technology stood out as a way of empowering farmers
- Panellists willingness to share what it takes to become a successful exporter
- Interesting to hear about the new markets to be explored at the same time the need to actualize the standards

Questions

- Can we say we (Kenya) are food secure when food that does not meet quality standards is consumed in the local market?
- Is there any assurance to local market pertaining MRLs for supplies from small scale farmers?
- Are there any negotiations with EU on AI withdrawals with increasing pest resistance?

- Where can farmers get advice on how to dispose empty containers and obsolete pesticides? And what is the recommended method?
- What measures have been put in place to regulate the traditional pest control approaches commonly used by farmers?
- Is GMO food safe?
- How does PCPB respond to MRL interceptions?
- Has KALRO done any research on herbs grown in Kenya?
- Has the government caused food insecurity by passing bills with selfish motives?
- Is there research done on the effect of GMO on human health effect in Kenya?
- How is PCPB monitoring the pesticide levels for our assurance?
- Is there a strategy to absorb young researchers in PCPB?
- What is the GMO standard applicable in Kenya for imports?
- Does KARLO have outreach Programmes for farmers?
- KALRO should have soft copies of their booklets
- KALRO should have one instead of multiple apps
- Is it okay to export without a non-GMO certificate?
- Does PCPB have a regulatory framework for the emerging so called organic products?
- Farmers have adopted use of herbicide for weed control, is it possible to have the information on plant- back interval included?
- Are biological products approved for organic farming?
- What specific products does NCBA bank have for farmers?
- What are the requirements to get an agribusiness facility with NCBA, especially as a small-scale farmer?
- NCBA bank should elaborate on asset financing especially mortgage
- For pyrethrum, are you minding the farmers' margins? What are the incentives to get the farmers on-board?
- Are there local applications for the pyrethrum flowers in organic farming?
- What is UNIDO doing about post-harvest value addition?
- What demographics of farmers is To Kentegra working with? Youth? Women? And what benefits are there to encourage youth to farm pyrethrum?
- What strategies does KEPHIS employ in sensitization and awareness raising of the currently approved exports to the USA?
- Do banks have penetration opportunities for youth who would want to venture in the agribusiness?

- What is required for an organisation that is based abroad to have a Bank account here in Kenya.
- Does Britam you have a specific product for horticultural insurance? What's the cost of the premium?
- Question for all bankers in the room: What solution do you have to fix the cash-flow challenge for smallholder farmers?
- Is “Mazao talks podcasts” open to partnership?
- Does Britam’s crop insurance policy cover uncertain/unpredictable market price of the insured crops?
- How much does COLEAD charge for Global GAP certification?
- Besides avocado which other crops have potential for export from Kenya?
- Are there any Kenyan exporters currently exporting products to USA and if so what volumes?
- What is the sector doing to reduce the cost of compliance for the farmer?
- Is COLEAD extending compliance efforts to the organic industry?
- On which category of products is HPSS designed or based on?
- Can Global GAP recommend efficient cooling companies locally for post-harvest cooling? Preferably those certified by Global GAP.
- What products are we more competitive in when targeting the USA market, compared to Latin American producers?
- What is the US position on airfreight because we have some EU retailers sensitive to airfreight and carbon footprint?
- Are our trade negotiations safe given the recent treatment of China Square by the Cabinet Secretary?
- How are we meant to trade in the USA if our local banks are charging us 20% interest on finance, whilst competing countries are averaging 6% interest rates to their exporting farmers?
- Is Kentegra innovating around pyrethrum or it is just the raw processing?
- What are the 3 horticultural products that can be exported directly to USA?
- What is the difference between FPC and FPEAK?

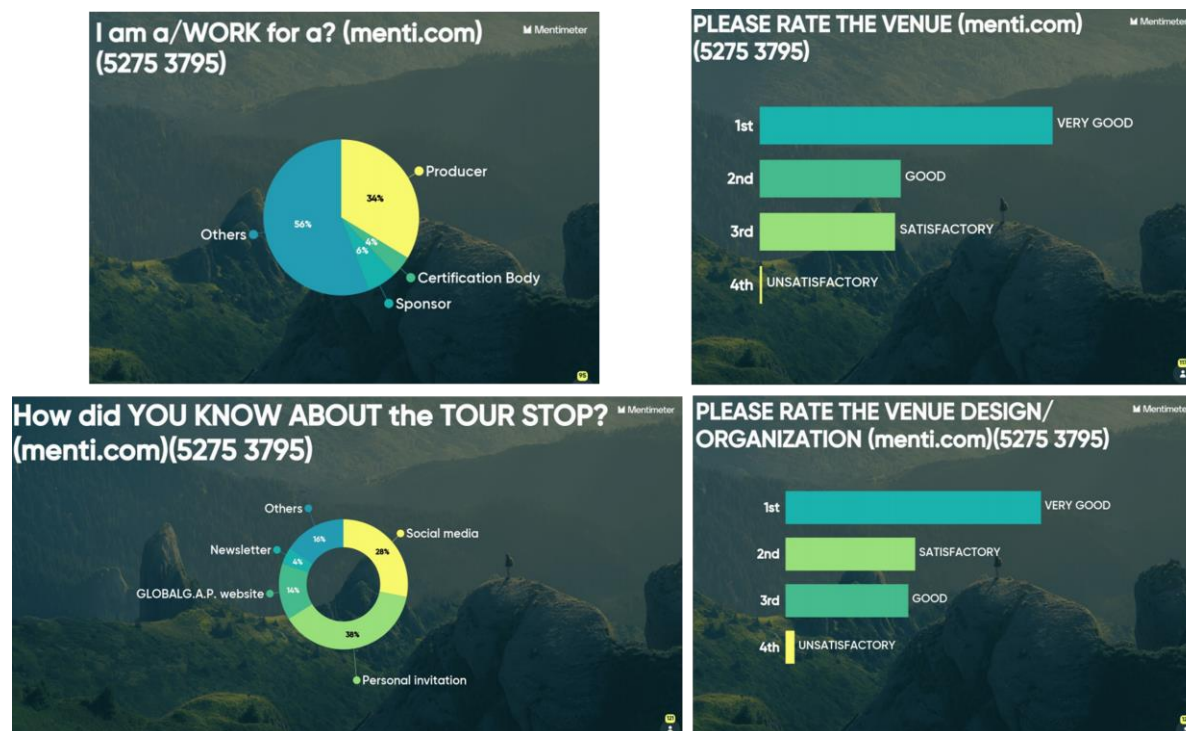
Annex 4: 2023 GLOBAL G.A.P. Final Review by Participants

The participants provided feedback on various aspects related to the 2023 Global GAP Tour Stop through the Mentimeter platform. For open ended questions, only an overview of the participants’ response is included in the report. Examples of open-ended

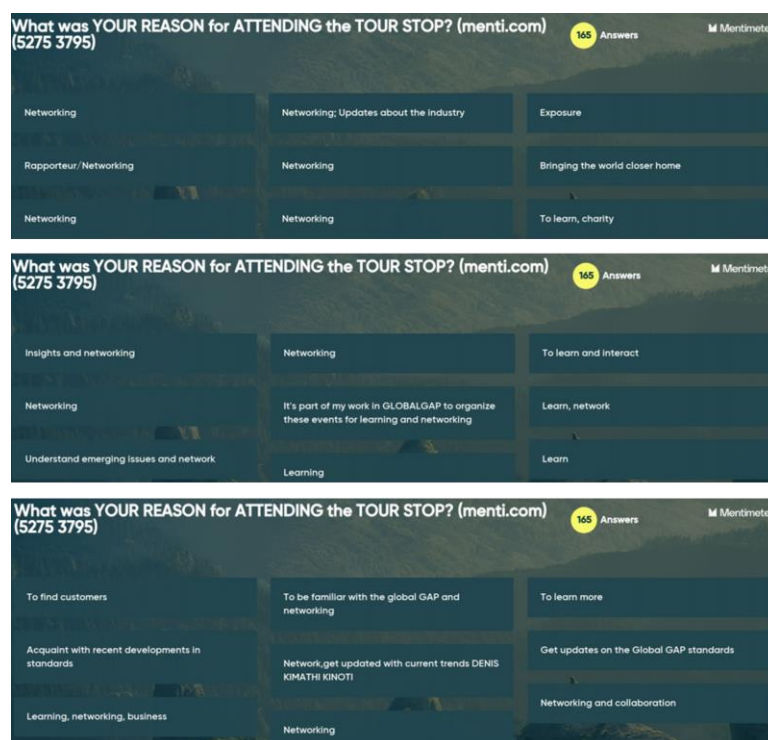
questions were: reasons for attending the Tour Stop, areas of improvement in future Tour Stops etc.

Annex 4A: Participants feedback and rating of various aspects

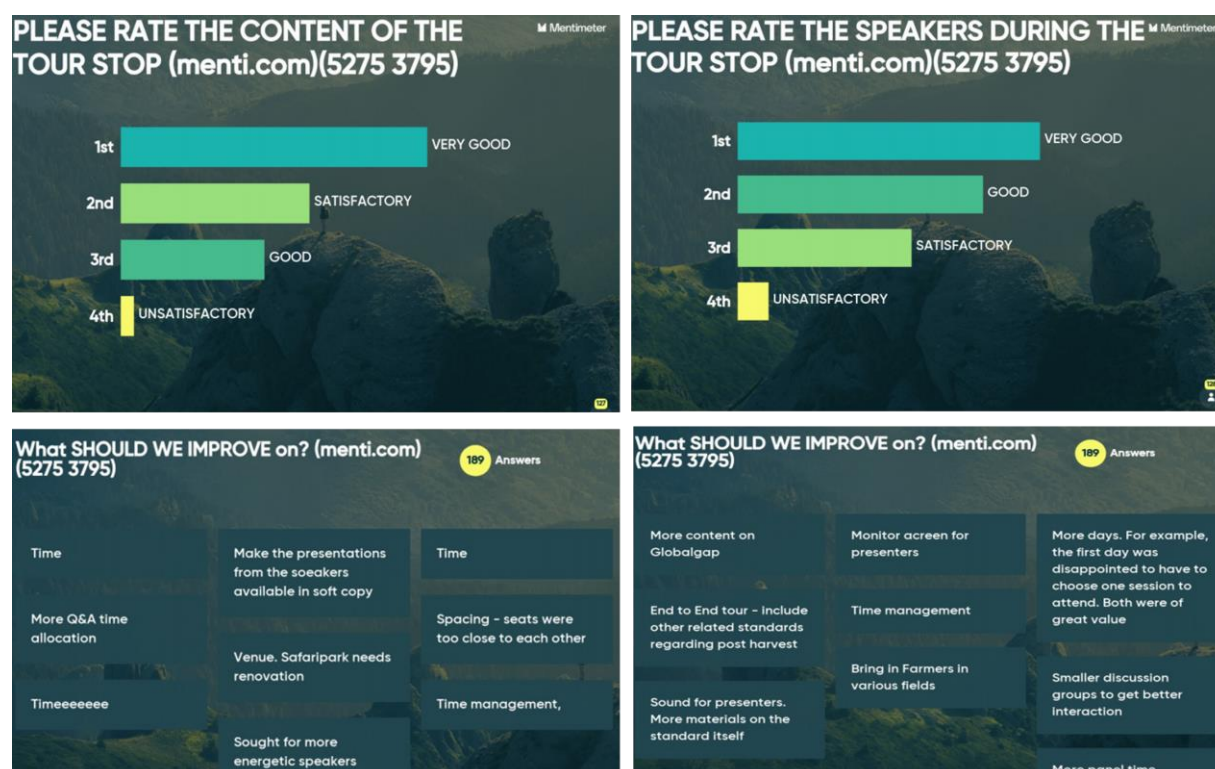
Feedback from the participants on various aspects regarding the Tour Stop is summarized as follows:



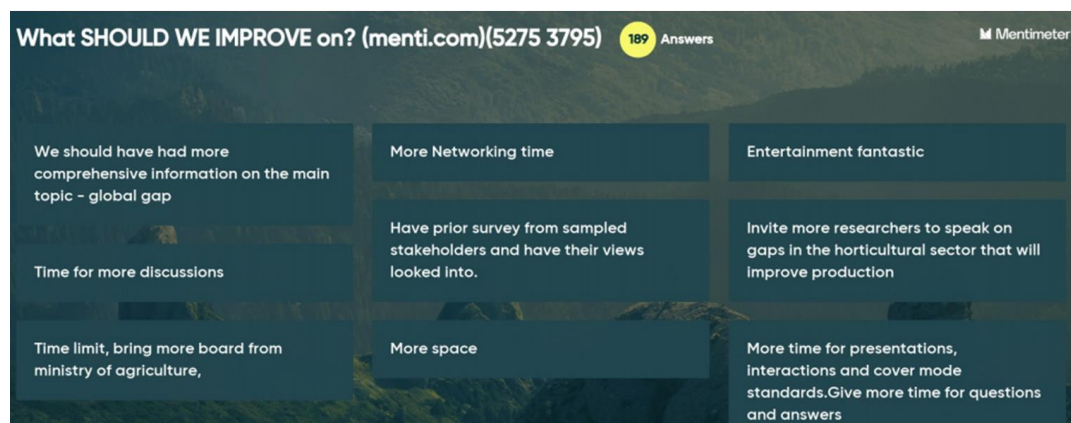
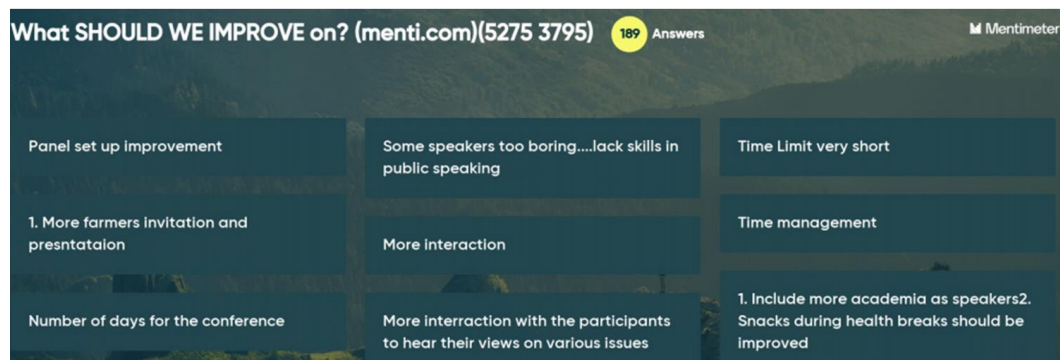
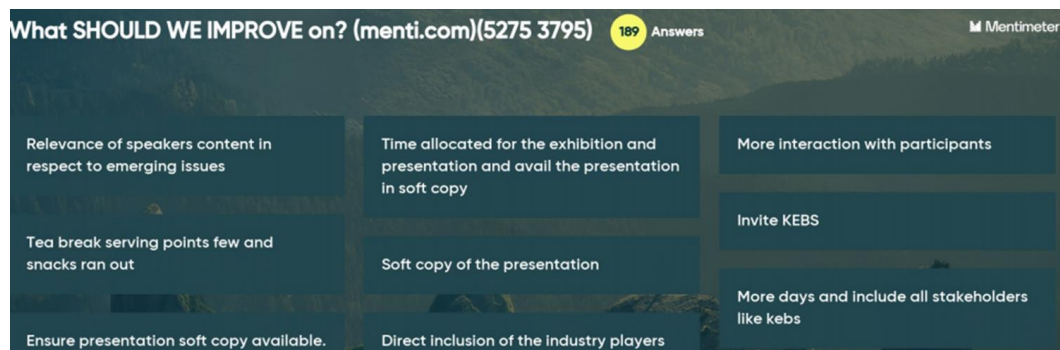
Affiliation of participants; how they learnt about the Global G.A.P. Tour Stop, and rating of the conference venue



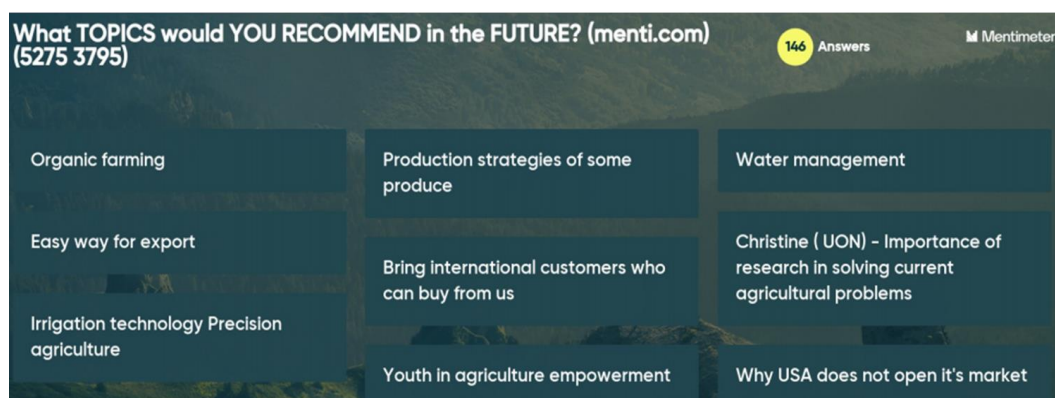
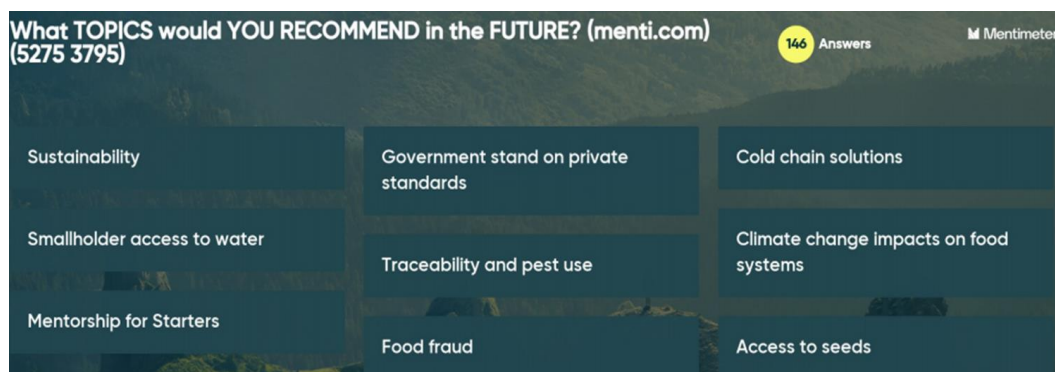
Highlight of reasons for the participants attending the Global G.A.P. Tour Stop



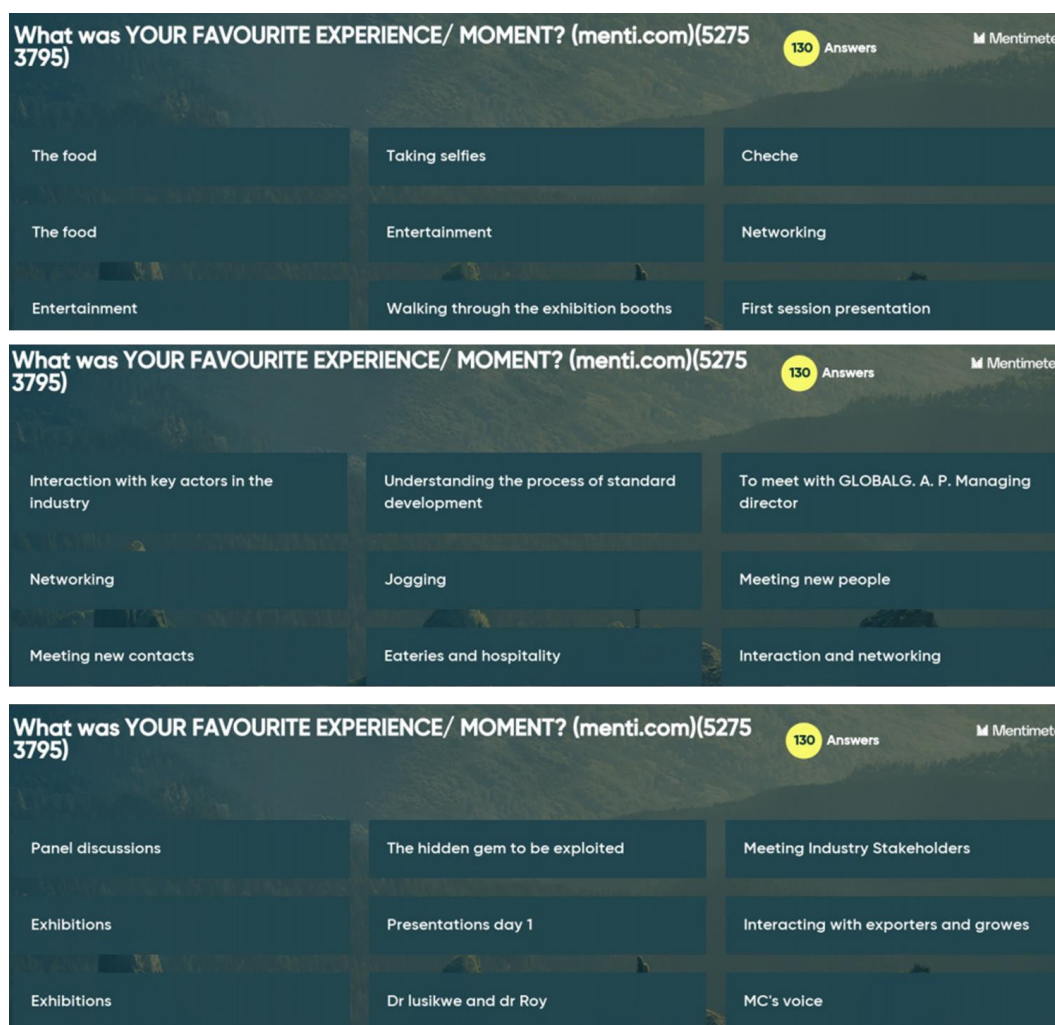
Participants rating of the content and speakers during the Global G.A.P. Tour Stop; and a highlight of the aspects which require improvement during future Global G.A.P. Tour Stops



Highlights of aspects which require improvement during future Global G.A.P. Tour Stops



Suggestions by the participants on topics that should be included in future Global G.A.P. Tour Stops



Highlights of favourite experiences or moments by the participants during the Global G.A.P. Tour Stop

Annex 4B: Aspects which require improvement in future Tour Stops

The following were mentioned by the participants as aspects that require improvement during future Global GAP Tour Stops:

- More time is required for the Tour Stop
- Improve on time management
- Avail soft copies of the presentations
- Invite more farmers including small-holder farmers
- Allocate more time for questions and answers
- Invite more vibrant speakers
- Invite representatives from the Ministry of Health
- Simplify content delivery for non-scientists
- Reduce technical content
- Adopt a better design for panel discussions

- Invitation of academia and researchers to the Tour Stop
- Allocate more time for forum discussions
- Improve publicity to reach more people throughout the country
- Include more content on GLOBAL GAP
- Include more content on standards
- Integrate the Tour Stop with aspects of food security
- Identify a more “design” friendly venue
- Improve on the sitting arrangement - the seats were too close to each other
- Include more refreshments

Annex 4C: Topics that should be included in future Tour Stops

The participants suggested inclusion of the following topics in future Tour Stops:

- Sustainability in the horticulture sector
- Government’s position on private standards
- Cold chain solutions
- Smallholder access to water
- Traceability and pesticides use
- Impacts of climate change on food systems
- Seed access
- Food safety regulations
- KS 1758 focussed discussions
- Route to certification
- Global gap
- Experiences from youth and female farmers
- Integrated pest and disease management
- Organic farming
- Testimonials from foreign importers
- Financial products for the sector by the financial institutions
- Value addition of products
- More discussion on GMOs
- Marketing skills
- Penetration in the local market

- Emerging trends in agriculture
- Solutions that work for small-scale farmers
- Role of biotechnology in agriculture
- Climate smart agriculture
- Role of consultants in the horticulture sector
- Government involvement in the horticulture sector
- Social standards
- Water harvesting
- Food nutrition
- Certification by KEBS
- Tissue culture
- Maximum Residue levels (MRLs) in the local market
- Value chain actors

Annex 4D: Participants' favourite experience/moment

The following were identified as the participants' favourite experiences or moments during the Tour Stop:

- Presentations during the opening session
- Learning the current trends in the industry
- Networking
- Presentations by speakers
- Panel discussions
- Presentation by Dr. Lusike Wasilwa
- Presentation by Dr. Roy Mugiira
- Learning about GMOs
- Learning how to enhance food safety
- Food
- Entertainment
- Exhibitors
- The venue
- The MC, Johnson Mwakazi

