

SUSTAIN TECHNICAL ROUND TABLE MEETING

THEMATIC FOCUS GROUP DISCUSSIONS – 29TH AUGUST 2018

Sent to Kellen: kebaa002@umm.edu

GROUP 4 – PROCESSORS

1. What motivates you to process OFSP

- a. Nutritional value – market demanding nutritional products is growing
- b. Processed products more profitable
- c. Processing produces innovative ingredients and products that reduce cost of production
- d. Produces versatile ingredient- that can be used in many ways

2. What constraints do you face – Regulatory / Policy, Quality assurance, Raw Materials, Demand, Contract with end users

- a. Regulatory issues, for example in Kenya, use of plastics was banned. SMEs face challenges of high costs associated with branding, packaging.
- b. Quality assurance – challenges regarding supply of raw materials – not available in certain months of the year due to rainfall pattern, and poor quality of raw materials
- c. Challenges associated with contract farming – farmers not honouring the contracts in cases where prices outside the contract are higher
- d. Inadequate / poor storage facilities (both for roots and processed products)
- e. Long certification process
- f. High cost of raw materials (OFSP roots)

3. What would you like to see changed in the status of your processing?

- a. Having own source of raw materials besides contracting farmers
- b. National & local Government and donor agencies to support upcoming SMEs to stabilize
- c. Support in marketing – branding, packaging, advertising etc)
- d. There should be emphasis on understanding of the various products that can come from OFSP as an ingredient
- e. To have processing equipment and technology that is more affordable / cheaper and easier to use and manage by SMEs.
- f. Create platform for interaction of OFSP processors.

4. Who needs to be involved – partnerships and co-investment

Those involved in partnerships and co-investment should also be able to provide / link SMEs to technical support and affordable loans.

- a. National and county / local government
- b. NGOs and development partners

- c. Financial institutions
- d. Academia / Research institutions
- e. Regulatory agencies.

This group comprised the following persons / Organizations (these names might need corrections!)

1. Antonio Magnaghi (EIL)– Chair
2. Gladys Nabiswa – (CREADIS Agribusiness & Development Services Ltd_ – Secretary
3. Regis Umugiraneza (CARL Group)
4. Alexis Nkundayezu (SINAGERAD Enterprises)
5. Clare Effiong (Esther AID)
6. Ned Konala – NANKHWALI FARM