

TECHNICAL REPORT

Fertilizer Technical Working Group 2022 Fertilizer Statistics Validation Workshop Kenya



May 25 – 26 2022, Nyahururu, Kenya

AfricaFertilizer.org is a joint initiative led by IFDC, in partnership with, IFA, Development Gateway, WAFA and the Africa Union to facilitate exchange of information about soil fertility, fertilizers and good agricultural practices in Africa.

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List of Acronyms

Abbreviation Definition

AFAP	African Agribusiness Partnership
AFO	AfricaFertilizer.org
AGMARK	Agricultural Market Development Trust
AGRA	Alliance for a Green Revolution in Africa
ASTGS	Agricultural Sector Transformation and Growth Strategy
COVID-19	Coronavirus Disease 2019
DG	Development Gateway
FAO	Food and Agriculture Organization
FTWG	Fertilizer Technical Working Groups
G77	Group of 77
GODAN	Global Open Data for Agriculture and Nutrition
ICT	Information and Communication Technologies
IFA	International Fertilizer Association
IFDC	International Fertilizer Development Center
ISPs	Input Subsidy Programmes
JASCOM	Joint Agriculture Sector Consultation and Cooperation Mechanism
KALRO	Kenya Agriculture and Livestock Research Organization
KIPPRA	Kenya Institute for Public Policy Research and Analysis
KNBS	Kenya National Bureau of Statistics
KPA	Kenya Ports Authority
KRA	Kenya Revenue Authority
LDRI	Local Development Research Institute
MOALF	Ministry of Agriculture Livestock Fisheries and Cooperatives
NGO	Non-Government Organization
NVSP	National Value Chain Support programme
ROI	Return on Investment
RPC	Retail Price Collection

SGR	Standard Gauge Railway
USAID	US Agency for International Development
VIFAA	Visualizing Insights on Fertilizer for African Agriculture
WAFA	West African Fertilizer Association

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1.0 Background

The International Fertilizer Development Centre (IFDC), through the AfricaFertilizer (AFO) initiative, has been working with the CountrySTAT program of the Food and Agriculture Organization (FAO) of the United Nations, over the past nine years, to produce and disseminate reliable and up-to-date official statistics on fertilizer production, imports, exports, and consumption in countries across Africa.

Fertilizer Technical Working Groups (FTWG) were established in 2012 in 11 sub-Saharan African countries, including Kenya. These working groups have been responsible for reviewing country level data and presenting statistics results tables for validation by National Technical Working Groups before the publication of the data.

AFO, through its partnership with CountrySTAT, aims to improve the quality and availability of fertilizer data in terms of production, trade, and consumption to enable decision-makers to have and to use reliable fertilizer data for formulation and monitoring of agricultural development policies, strategies on food security, promotion of fertilizer trade within East and Southern Africa and beyond, as well as update industry actors on new strategies developed in the year under review.

The 2022 annual meeting was co-organized with Development Gateway (DG) an IREX Venture, an international non-profit organization that provides technical tools and advisory services to country governments and development institutions. DG, together with Wallace and Associates, is collaborating with AFO to develop the Visualizing Insights on Fertilizer for African Agriculture (VIFAA) dashboard to better manage and visualize country level data.

This year's workshop was held on May 25-26 in Nyahururu, Kenya. On May 25th, participants validated the 2021 Kenya fertilizer statistics and, on the 26th, the data was reviewed for comments. There was the VIFAA session as well.

1.1 Objectives and Expected Outcomes of the Workshop

1.1.1 Objectives of the Workshop

- Validate national fertilizer statistics for 2021.
- Update 2010 – 2021 series of statistics output tables.
- Update participants on the VIFAA dashboard and get feedback on the platform.
- Update participants and obtain their feedback on the 2022 retail Methodology.
- Update participants on country fertilizer programs, initiatives and get feedback on how they are addressing the fertilizer crisis.

1.1.2 Expected Outcomes of the Workshop

- Fertilizer statistics for 2021 validated.
- Statistical output tables on fertilizer imports, exports, and apparent consumption for 2021 prepared.
- Participants feedback on VIFAA dashboard obtained.
- Participants' feedback on the 2022 Retail Survey methodology and the results.
- Participants updated on country fertilizer programs and initiatives.

1.2 Methodology

The methodology of the workshop encompassed presentations, questions/answers, and discussions at plenary sessions. In addition, there were group work sessions on specific thematic areas, after

which presentations were made at plenary for further discussions. On the VIFAA dashboard, participants reviewed and validated available retail data for Kenya and made suggestions/input for review of the platform.

2.0 First Day (May 25th, 2022)

The morning session of the first day was used to present overview of Africa fertilizer.org activities, provide an update on CountrySTAT Kenya, present 2020 fertilizer statistics overview for Kenya, review 2021 datasets available for Kenya and commence group work data validation of 2021 datasets. In the afternoon, data validation activities continued.

2.1 Participants

The first day of the workshop was attended by 11 participants from both public and private sectors.

Table 1: Composition of Participants

Public	Private	NGO	Male	Female	Total
2	9	8	12	7	19

2.2 Opening Ceremony

The workshop was officially opened by a welcome address from Sebastian Nduva, the AFO Program Lead. In his short address, he welcomed and encouraged participants to fully participate and cooperate for the success of the workshop.

Viola Kenduiywo, the AFO Fertilizer Market Analyst, gave an overview of the program.

2.3 Overview of Africafertilizer.org Activities

Sebastian Nduva took participants through the AFO activities.

**Download
Presentation:
AfricaFertilizer.org**

- AFO seeks to be the leading provider of fertilizer data and information for Africa to support market transparency, improve decision-making, and deliver a more prosperous agriculture sector.
- It is hosted by IFDC and works with key public and private fertilizer sector players, including national FTWGs, fertilizer importers, producers, retailers, agriculture/fertilizer experts and consultants.
- The core areas of competence of AFO are Price, Statistics, Markets, and Products (Market Situation Statement). AFO's other key partners include IFA, which is a donor for fertilizer statistics; DG, also a donor and a partner for fertilizer data visualization and website development; Argus Media, a donor and a partner for fertilizer statistics and market information on a daily and monthly basis. Wafa is a regional partner for fertilizer data gathering and validation and provides data on local fertilizer product prices, international prices, and the regional market.

- AFO conducted FTWG workshops for Burkina Faso, Cote d'Ivoire, Ghana, Mali, Nigeria, and Senegal between February and May 2021. In East Africa it was conducted between May and June 2021.
- FertiNews, AFO's electronic newsletter about the fertilizer sector in Africa, was produced monthly throughout 2021. The advanced copy of the 2022 Fertilizer Plant Register was also produced.
- AFO and DG are developed the VIFAA dashboard to support visualization of fertilizer statistics/data in Ghana, Nigeria, and Kenya. AFO started the publication of the Africa Fertilizer Watch in July 2020, in collaboration with the African Union, and with technical and financial support of partners, including the Bill & Melinda Gates Foundation, DG, IFA, WAFA, the African Agribusiness Partnership (AFAP), US Agency for International Development (USAID), and Feed the Future.
- For 2022, AFO will continue to provide fertilizer market information, overhaul its website, and conduct FTWG data validation workshops for 6 West African countries and 3 East African countries.

2.4. Update on Kenya CountrySTAT

Edwin Oseko, from the Ministry of Agriculture went ahead to present an update on the Kenya CountrySTAT.

Download Presentation:
CountrySTAT Update
By Edwin Oseko

Highlights

- CountrySTAT is designed by FAO for country adoption and ownership. The main objective of the CountrySTAT is to enable agricultural data stakeholders to consolidate existing data and avail the data as a public good to data users.
- The Kenya CountrySTAT project and website is managed by the Ministry of Agriculture, Livestock, Fisheries, and Cooperatives (MOALF) in close collaboration with KNBS. To improve consolidation of specific data, the CountrySTAT FTWG has a room to form a sub-committee. Through sponsorship of AFO and IFDC, the FTWG has been active in reviewing and consolidating fertilizer data and statistics.
- The key milestones from CountrySTAT include:
 - FAO introduced new improved CountrySTAT portal and Kenya participated in training on its use in Oct 2016. FAO funding of CountrySTAT ended late October 2016.
 - Kenya MOALF was selected to be the champion of Global Open Data for Agriculture and Nutrition (GODAN) in Africa and Group of 77 (G77) countries.
 - Kenya commenced developing Information and Communication Technologies (ICT)-system to collect, analyze, and disseminate agricultural data using the

ministry website and to be linked to national Open Data portal and establishment of Agricultural Statistics Units in the ministry.

2.5 Fertilizer Statistics Overview 2016-2020

Doris Jepkorir, Fertilizer Market Analyst for the AFO program, presented the overview of the Kenya fertilizer statistics for the period 2016 - 2020 with focus on 2020 data.

Download Presentation:
2016 - 2020 Fertilizer Trade
Statistics Overview
By Doris Jepkorir

Highlights

- In terms of fertilizer production, KEL Chemicals produces Single Superphosphate (SSP) fertilizer in Kenya but there has not been any production since 2018. CFAO Agri Limited (Formally Toyota Tsusho), MEA Fertilizers, Export Trading Company Limited and Maisha Minerals & Fertilizers have invested in blending plants.
- There was an 8% increase in fertilizer imports to Kenya from 2019 to 2020.
- Fertilizer imports to Kenya summed up to 834,549 MT in 2020 and the import was at its peak in January 2020 with 110,616MT.
- Fertilizer exports from Kenya decreased by 2% from 2019 to 2020. Almost all exports from Kenya are re-exports where fertilizers are mostly imported in bulk, blended, and bagged before exporting.
- Fertilizer into Kenya is mainly imported from Saudi Arabia and exported mostly to Uganda.
- There was a 9% increase in fertilizer apparent consumption from 2019 to 2020. The increase was attributed to:
 - ✓ High demand and emergence of new importers.
 - ✓ Global fertilizer prices dropped in 2020 which incentivized the new entrants to import more,
 - ✓ Bigger players also imported on the account of government not importing.

Comments

- Yara mentioned that they started production of blends in 2021.
- Export Trading Company will also start producing blends in March 2022.
- Members from private sectors stated that DAP from Saudi Arabia is more sellable in Kenyan market due to market perception. Most farmers identify with black DAP from Saudi Arabia. The issue of color is also very sensitive even for blending companies. Karimi Thurairia from OCP mentioned the other challenge they are facing is lack of geographical advantage. It takes about 21-25 days to get a product to East coast while it takes less than 10 days to ship products from Saudi. This also means that freight cost from North Africa

is a bit expensive. OCP's biggest market in Africa is in West Africa. In East Africa, Ethiopia is their main market.

- The SSP exported could be carryover stocks from years back.
- Lime and other carbonates should be classified as enhancers.
- The Integrated Customs Management System is a KRA agency that is used to capture and monitor all products on transit through Kenya to other countries.
- A new fertilizer plant called Fanisi located in Kapenguria, North Rift region of Kenya has started producing blends.

Figure 1: Snapshot of participants during the workshop



2.6 Review of 2021 datasets available for Kenya.

Clement Boateng, the AFO fertilizer market analyst from Ghana, took participants through the details on available country data and the expected output of the group work session. There were two data sets: 2021 data from KNBS and 2021 data from Kenya Revenue Authority (KRA).

Download Presentation:
Methodology and processes of
data validation
By Clement Donkor-Boateng

2.7 Processing of 2021 Imports/Exports Datasets

Clement Boateng led participants in the validation process of the 2021 imports and exports datasets.



Figure 2: Participants actively Validating 2021 trade data

3.0 Second Day (26th May 2022)

The morning session of the second day was used to review the data that was validated the previous day, present validated country output tables, presentation and discussions on the VIFAA dashboard ,discussion on learnings from other countries on current fertilizer crisis and presentation of Retail Work Methodology .The afternoon session was used for presentations of the FUBC methodology and subsidy update, discussions on addressing the current fertilizer crisis and presentation of updates on country fertilizer programs and initiatives.

3.1 Review of processed data

Clement Boateng led participants through the review of validated data.

Highlights

- In 2021, there were 791,573 mt of fertilizers officially imported into Kenya out of which 7,880mt were identified to be enhancers (products that promote healthy plant growth including bio stimulants, micronutrients, etc). Products considered as not fertilizers were 528mt.
- There was a 5% decrease in both fertilizer imports and apparent consumption from 2020 to 2021.
- The 5% decrease from 2020 to 2021 could be due to supply disruptions from the global crisis.
- The slight rate of decrease could be attributed to the resilience to the fertilizer market crisis.
- Most of the cargo had been positioned for 1st and 2nd quarter. The hike in prices did not really affect the imports for the 1st and 2nd quarter.
- Official fertilizer "re-exports" from Kenya in 2021 were 50,957mt out of which 280mt were identified to be enhancers, only 12mt of products considered to be "not fertilizers" were wrongly captured under fertilizer HS code for the export data.

4.0 Results of 2021 fertilizer statistics review and validation

4.1 Fertilizer Production

There is primary production of SSP by KEL Chemicals Limited in Kenya but from 2018, there has not been any production of the fertilizer. CFAO Agri Limited (Formally Toyota Tsusho), MEA Fertilizers, Export Trading Company Limited and Maisha Minerals & Fertilizers Limited are involved in blending of fertilizers in Kenya. They blend different grades of NPK for the local and regional markets.

Table 2: Fertilizer production in Kenya, 2014 - 2017

Fertilizer	2014	2015	2016	2017
SSP	2500	3000	3000	2500

* There has been no production since the beginning of 2018

4.2 Fertilizer Imports

Official fertilizer imports to Kenya decreased 834,549mt in 2020 to 791,573 mt in 2021. 7,880 mt were identified to be enhancers (products that promote healthy plant growth including bio stimulants, micronutrients, etc). Products considered as not fertilizers were 96mt out of which 30mt were fungicides wrongly captured under fertilizer HS code. It has been observed that fertilizer import volumes seem to increase significantly during election years (2013, 2017).

Table 3: Fertilizer imports in Kenya, 2013 - 2021

HS Code	Fertilizer Name	2013	2014	2015	2016	2017	2018	2019	2020	2021
3105300000	DAP	273,939	144,450	127,672	207,973	261,939	252,199	262,897	319,039	294,696
3105200000	NPK	129,540	136,880	166,342	151,334	186,377	143,621	193,057	127,143	177,117
3102400000	CAN	101,201	87,900	99,120	111,654	198,806	100,950	118,268	132,900	127,223
3102100000	Urea	114,515	25,117	43,584	75,955	66,720	68,045	89,996	152,537	96,865
3105510000	NP Compounds	20,853	35,594	65,295	46,542	87,383	15,894	8,843	31,768	15,176
3104200000	MOP	6,014	6,655	13,336	5,757	4,642	9,646	15,370	11,142	12,614
	Others fertilizers	43,969	58,124	41,083	60,620	49,178	36,063	77,696	60,020	68,978
Total (mt)		690,032	494,720	556,432	659,835	855,045	626,418	766,126	834,549	792,670

Figure 3: Evolution of fertilizer imports (2010 – 2021)

Blending companies import Urea, DAP and MOP to blend different NPK formulations for farmers in Kenya and re-export to neighboring countries. Blenders and other major importers also import finished NPKs to sell directly to farmers. The table below shows various grades and volumes of NPKs that were imported to Kenya in 2021.

Table 4: Kenya NPK import per volume, 2021

NPK, NP, PK and NK Import	2021
NPK 26-5-5	72,004
NPK 17-17-17	37,629
NPK 13-24-10 + 2MgO	14,500
NP 23-23-0	14,207
NPK 25-5-10	12,889
NPK 22-6-12	9,900
NPK 27-6-6	8,299
NPK 25-5-5 + 5S	7,800
NPK	4,884
NPK 15-9-20	2,800
NPK 25-10-5	1,484
NPK 10-25-0	1,188
Others	5,639
Total (mt)	193,223
<i>*Total includes NPK, NP and PK</i>	

4.3 Fertilizer Exports

Official fertilizer "re-exports" from Kenya in 2021 were 50,957mt out of which 280mt were identified to be enhancers. Only 12mt of products considered to be "not fertilizers" were wrongly captured under fertilizer HS code for the export data.

Table 5: Fertilizer Exports from Kenya, 2013 - 2021

Fertilizer Name	2013	2014	2015	2016	2017	2018	2019	2020	2021
NPK	14,188	11,838	12,701	24,514	36,618	44,437	30,936	33,202	22,848
Urea	3,393	2,176	6,479	12,570	5,214	13,497	2,437	2,075	7,993
DAP	5,951	2,897	9,813	9,868	9,391	17,376	8,871	7,377	5,961
Other fertilizers	2,552	7,316	4,577	8,986	4,535	6,666	9,075	7,615	14,155
	26,084	24,227	33,570	55,937	55,757	81,977	51,319	50,268	50,957

4.4 Fertilizer Apparent Consumption

Apparent consumption of fertilizers in Kenya increased from 545,675mt in 2018 to 720,265mt in 2019 and 789,628mt in 2020. Then it decreased to 750,089 in 2021.

Several reasons contributed to the decrease in 2019. One of them is that there was a lot of carry-over stocks from 2018 into 2019.

Some reasons for increases in apparent consumption included high demand and emergence of new importers. Global fertilizer prices dropped in 2020 which incentivized the new entrants to import more. Bigger players also imported on the account of government not importing.

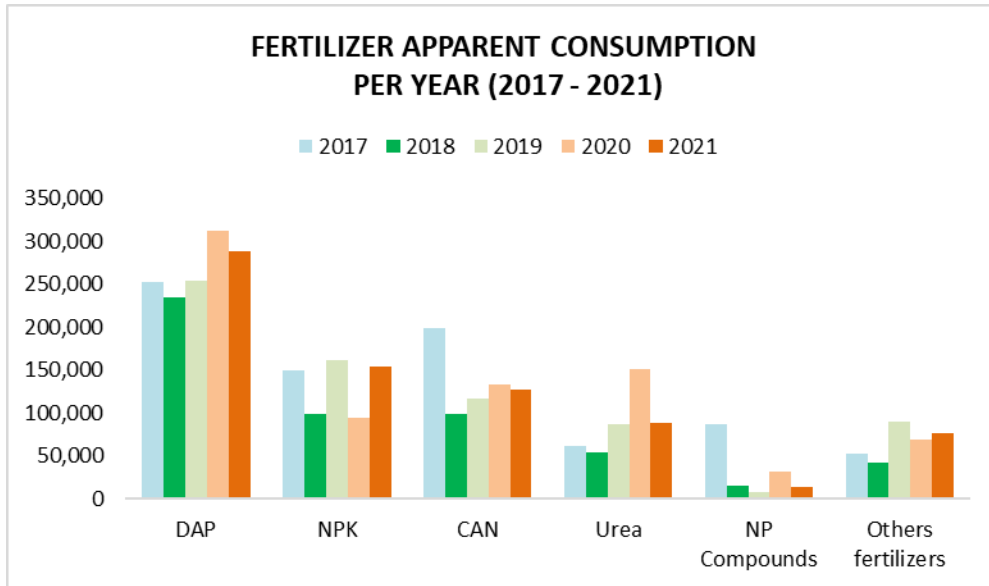
- In 2018/19 there was a fertilizer subsidy 44,500 out of which 25,000 were imported whilst others were local blends.
- The 2019/20 module changed as government is now using agrodealers for subsidy (minimal, less than 10,000mt) Also, more people went into farming at the end of 2020 due to COVID-19. People went back to their villages to farm which increased demand.

In 2020/21, there was a 5% decrease. This could be due to supply disruptions from the global crisis. The slight decrease can be attributed to resilience to the fertilizer market crisis.

Table 6: Fertilizer apparent consumption in Kenya, 2017 – 2021

Fertilizer Name	2017	2018	2019	2020	2021
DAP	252,548	234,823	254,026	311,662	288,735
NPK	149,759	99,184	162,121	93,942	154,269
CAN	198,293	98,655	116,904	132,680	127,217
Urea	61,506	54,547	87,559	150,463	88,872
NP Compounds	87,354	15,894	8,843	31,766	13,934
Others fertilizers	52,955	42,572	90,812	69,115	77,061
	802,416	545,675	720,265	789,628	750,089

Table 7: Evolution of Fertilizer Apparent Consumption (2017 – 2021)



5.0 VIFAA Kenya /Retail Work

5.1 Presentation of VIFAA Kenya Dashboard

Viola Kenduiywo took stakeholders through the Kenya VIFAA Dashboard

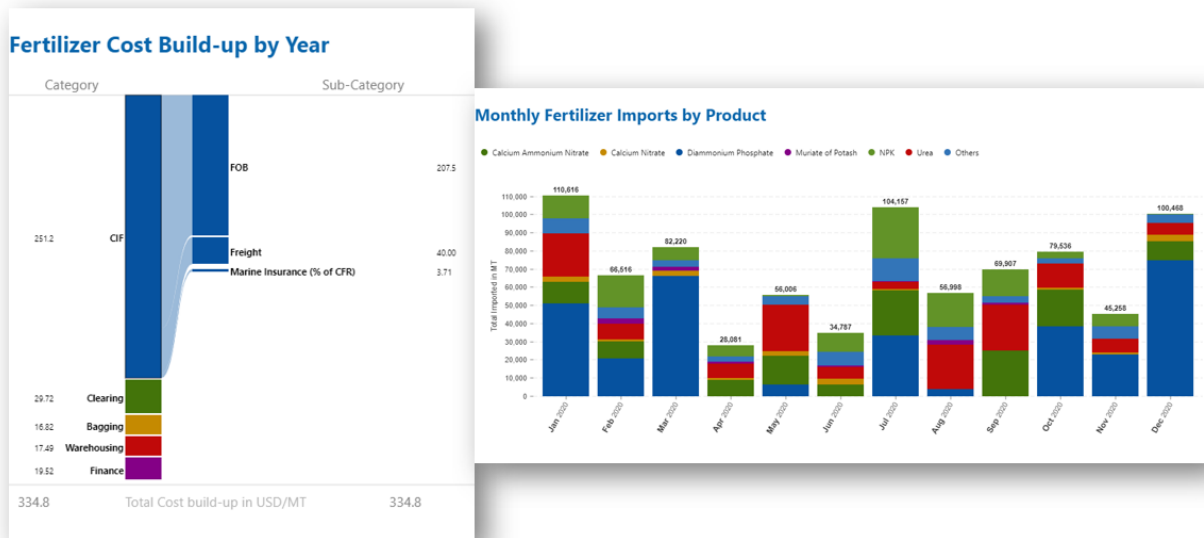


Figure 4: A Snapshot of VIFAA Kenya Dashboard

Comments

- Various importers (Karimi Thurania from OCP and Daniel Ndegwa from Kibira Trading) provided updated figures of indicators in the fertilizer cost build up indicators under fertilizer price indicator in the VIFAA dashboard. The figures were important to the AFO team as it enabled them to update the fertilizer cost build up.
- On the fertilizer policy indicator, Edwin Oseko pointed out that the farm input subsidy did not begin in 2008 but rather in the 1960s. Importers used to be compensated on the products brought in. The farm input subsidy was stopped in 1970s because of budget constraints.
- On fertilizer use indicator, some stakeholders wanted to know how the application rates were calculated in the fertilizer use by crop map.

5.2 Learnings from other countries

Sebastian Nduva led the team on a discussion of learnings from Kenya and other countries on the current fertilizer market crisis and interventions that have been put in place to curb the current fertilizer crisis.

5.2.1 Current Fertilizer Crisis

Highlights

- Total fertilizer market size in product tons for West Africa is about 40% of total Sub-Saharan (SSA) consumption at between 3-4mnt of product. South and East Africa account for about 60% at 8-9mnt of fertilizer product.
- Most recent trend analysis by AfricaFertilizer.Org shows about 1.5-2mnt of product will go out of the entire SSA market in the 2022-2023 cropping season.
- Ghana example: In 2021, Ghana fertilizer imports dropped by 61%. Main drivers to this included: High landed prices out of reach to most farmers, limited availability from global markets and East Europe crisis with about 28% of all imports from this region.
- Ghana relies substantially on imports from Russia. As crisis continues, this source is becoming less of an option exposing Ghana to reduced tonnages and subsequently reduced consumption figures.

5.2.2 Fertilizer crisis interventions from other countries and Kenya

West Africa

- Through the West Africa Fertilizer Association (WAFA), the countries have attracted attention from regional economic blocks i.e., ECOWAS with discussions escalated to the UN through formation of a UN Global Crisis Response Group.
- AFO has been feeding data into this consortium through IFA on inventory, crop: fertilizer price ratios, market characterizations etc to advice next steps.
- Lobbying for Urea supply from regional producers e.g Nigeria
- Lobbying for financing through Africa Development Bank (AFDB)
- Seeking alternative sourcing for MOP.

Southern Africa

- Government reconsideration on subsidy levels e.g Zambia
- Push for alternative fertilization regimes.

Kenya

Africafertilizer.org through its partnership with Development Gateway is contributing towards the addressing the current fertilizer crisis by providing data support through a fertilizer watch. This is a monthly analysis of how fertilizer prices are on ground. Through a discussion between AFO and various stakeholders in the fertilizer industry during the workshop, the following interventions on the current fertilizer crisis were presented by the stakeholders:

- Optimization of logistics i.e., co-shipping with importers and other countries such as Zambia, Tanzania, etc on different products which helps in operational efficiency.
- Seeking alternative fertilizer sources e.g., Sourcing for granular CAN instead of prilled CAN.
- Reducing dependence on Russian gas for fertilizer production and looking for other alternatives.
- Replacement of straight fertilizer with blends which are less costly.
- Coming up with new products with cheaper raw materials.
- Adjusting of production schedules to merge stocks.
- Optimizing fertilizer prices and stabilize market prices ensuring that prices are not static but try to remain as competitive as possible. This can be done through reduction of margins. OCP talked about monitoring the distribution channels to ensure they do not make supernormal profits at the expense of the consumer.
- Also optimizing cost of production and keeping it as low as possible.
- Chemagro mentioned they advise on best prices affordable and favorable to the farmers.
- .
- Conducting discussions to address the current fertilizer crisis.

5.2.3 Impediments to solutions on the current fertilizer crisis in Kenya

- Proper national policy on extension services is lacking hence leading to improper practices in the use of fertilizers. Farmers need to be advised on soils and crop specific fertilizers through these extension services.
- Financing challenge at the farmer level to get initial investment for fertilizer purchase. There are no financing challenges at the importer and distributor levels. Distributors are financed by importers.
- Asset Based Financing Organizations such as apollo agriculture and one acre fund coming in to assist the smallholder farmers.

5.3 AFO/DG Accelerator Work

Charlene Migwe from Development Gateway thereafter took the team through the accelerator work.

- AFO has partnered with Development gateway under the VIFAA (Visualizing insights on Fertilizer for African Agriculture) program, to visualize fertilizer statistics into a more appealing manner.
- 3 dashboards have been launched since 2020 i.e., Kenya, Ghana, and Nigeria.
- There are prospects of launching 5 more dashboards in the next 2-3 years i.e., Ethiopia, Senegal, Mozambique, Malawi, and Zambia.

5.4 Retail Price Collection Work

Viola Kenduiywo and Doris Jepkorir took participants through the retail price collection work conducted in April 2022.

Highlights

- The objective of the Retail Survey is to collect analyze information on product mix, product inventory, and retail price.
- The Retail Price Collection (RPC) focused on 17 agricultural counties in Kenya, 1 hub center (Nairobi) and an average of 4 wholesalers per county. The data was collected in April 2022.
- The Kenya RPC survey collected information from 73 wholesalers.
- The fertilizer types covered in the survey included 70 % of fertilizer products sold by wholesalers to the retail market which include DAP, CAN, Urea and NPK 25-5-5+5S, and 30% of selected products which include NPK 17-17-17, NPK 23-23-0 and Blends (Baraka Std planting, Baraka Msingi, Yara Micro P, Yara Mila Power)
- Qualitative and quantitative findings on product inventory and retail price were presented to the stakeholders. Observations and recommendations from the retail work survey were also highlighted.
- On product inventory, most of the agrodealers surveyed reported low inventories due to delayed rains for the M-A-M long rain season, high fertilizer prices and low supply from importers.
- On fertilizer retail price, the prices greatly varied from region to region based on timings and source. Retail prices have increased 100%+ across all product types.

Figure 5: Presentation of Kenya Retail Price Data collected March-April 2021



Presentation of retail data.

Comments

- Michael Kamau from Kenya Market Trust emphasized on the need to put focus on collection of data from blends since most farmers are moving towards the use of blends.
- Some stakeholders wanted to know why other areas e.g Kitui county were not included in the study. They suggested that there is need to include them despite them not being main agricultural counties.
- It was noted that some counties that are near the distribution points e.g., Muranga County had higher fertilizer prices than others e.g., Bungoma County. It was discussed that this was the case because fertilizer price is very volatile, and the prices depended on new stock intake from the agrodealers in those counties. Some agrodealers reported price based on old stock while others reported based on the most recent stock.
- The stakeholders wanted to know how AFO defined wholesalers in the retail price collection methodology. AFO answered that those according to our methodology, agrodealers was defined as one who has an annual turnover of 100MT. This raised eyebrows as most stakeholders believed that 100MT was too low and there is need for AFO to redefine who a wholesaler is. However, after looking at the list of wholesalers interviewed in the retail price collection, the stakeholders believed that it was the correct list of Agrodealers to be termed as wholesalers.

5.5 FUBC Methodology

Edwin Oseko from the Ministry of Agriculture, Livestock and Fisheries took the participants through the Fertilizer Use by Crop(FUBC) Methodology that will be used in 2022 FUBC study.

Comments/Questions

- Fertilizer Use by Crop study will be done to address gaps in the FUBC chart in VIFAA dashboard. The study was conducted in 2018 and data was up to 2016.
- Low usage of fertilizer in Kenya has translated to low production.
- Daniel Ndegwa wanted to understand the relationship between fertilizer use and production in Kenya since Kenya is in the process of importing maize from Malawi. Vitalis Wafula from YARA responded that Productivity in Kenya is higher, and the challenge is the small area under production in Kenya as compared to Malawi, Uganda, and Tanzania. Additionally, the maize consumption in these countries is lower than Kenya hence having a surplus to supply.
- Karimi Thurania wanted to know whether the average yield per crop would be studied to compare it other countries' yield and understand why the yield in Kenya is lower.

5.6 Fertilizer Subsidy Update

Edwin Oseko took the participants through the Kenya Fertilizer Subsidy update.

Comments/Questions

- Sospeter Mutwiri from CFAO Agri Limited wanted to know the likelihood of KTDA fertilizer to be subsidized. Edwin Oseko responded that there were no requests for subsidy yet.

- A participant wanted to know whether the e-voucher program is targeted for some value chains it also opens to tea farmers. Oseko responded that the current e-voucher supports four main value chains i.e., coffee, rice, maize and Irish potatoes.
- Michael Kamau asked why some farmers were getting the e-voucher fertilizer when the planting season is over. Edwin Oseko responded that fertilizer distribution under e-voucher varied from county to county. Muchiri Nyagah from LDRI added that procurement challenges could affect fertilizer distribution. Sospeter Mutwiri explained that the fertilizer distribution depended on how fast a county is in sourcing, for instance in Othaya, farmers were receiving the fertilizer at the end of May when the planting season was already complete. Nixon Khama from Agmark elucidated that sometimes weather forecasts may not be accurate hence affecting the timing of subsidy issue; additionally, some farmers are late to pay for the subsidized fertilizer as they wait for last minute, hence causing delays in distribution of subsidized fertilizer.
- Vitalis Wafula wanted to know whether the KES 5.7 billion fertilizer subsidy was only meant for the long rain season. Edwin Oseko responded that KES 3 billion was meant for long rain season and KES 2.7 billion for short rain season.
- Vitalis Wafula commented that farmers in some regions had a challenge in accessing the subsidized fertilizers. In that, they would queue but are later told to come back next day. Oseko responded that the Ministry of Agriculture might not be facilitating the National Cereals and Produce Board (NCPB) in fertilizer subsidy.
- Nixon Khama pointed out that there is need to work on fertilizer malpractices by the national government, county government, agrodealers and farmers. Most of fertilizer taken by farmers are sold to those planting flowers.
- Farmers e.g., in Kitui County are given subsidized fertilizer to plant maize yet it is not a maize planting area.
- Youth farmers do not want to plant traditional crops which fertilizer subsidy program is really pushing for.

5.7 Updates on country fertilizer programs and initiatives

An update of major programs that are being implemented in Kenya was presented by various stakeholders.

5.7.1 Kenya Ke-Fert

Michael Kamau from the Kenya Market Trust presented an overview of Kenya Ke-Fert.

Download Presentation:
Kenya Ke-Fert
By Simon Muchigiri

Comments

- Jeremiah Ndungu from Elgon Kenya highlighted the need for Kenya Ke-Fert to be anchored in an organization and that it is supposed to be a bridge between the private sector and the ministry.
- Fertilizer Association of Kenya (FAK) and MOALF need to come in more strongly to support Ke-Fert.

5.7.2 Fertilizer Production Projects

Daniel Ndegwa from Kibira Trading gave an update on the fertilizer production projects in Kenya.

Highlights

- Chiromo limited in Kitale Kapenguria was not captured in the 2022 plant register.
- One more blending plant is to be developed in Kenya; This is still in the discussion stages.
- Edwin Oseko added that one fertilizer plant is in the direction to produce fertilizer in Kenya using a technology called Green Energy to produce ammonia that produces a number of fertilizer products.

6.0 Recommendations

- Ensure the Kenya Fertilizer Dashboard is up-to date.

6.1 Conclusion

In his closing remarks, Sebastian Nduva, AFO Programme Lead, thanked and appreciated all participants for their input into the data validation exercise and the VIFAA agenda of the workshop. He also asked a few representatives in the group to give their feedback as a way of adjourning the meeting. The representatives appreciated AFO for bringing together stakeholders from various fertilizer industries together. They also commended on the work that AFO does including the retail price collection, development of VIFAA dashboard, conducting discussions on the current fertilizer crisis among others.



Figure 6: Workshop Conclusion by AFO Program Manager

Annexes

Agenda

2022 KENYA FTWG WORKSHOP VENUE: PANARI HOTEL, NYAHURURU

Wednesday 25 th May 2022		
Time	Activity	Responsible
08:00-08:30H	Registration	Annetty S.
	Welcome Address and Introduction of participants	Sebastian N.
08:30-08:40H	Program overview and objectives	Viola K.
08:40-09:00H	Overview of AFO activities	Sebastian N.
09:00-09:20H	Update on CountrySTAT Kenya	Edwin O.
09:20-09:50H	Presentation of Fertilizer Statistics Overview for Kenya 2019 & 2020	Doris K.
09:50-10:30H	Review of 2021 datasets available from Kenya	Clement D.
10:30-11:00H	Coffee break	
11:00H-1:300H	Group work-Processing 2021 Import/export data sets for Kenya	All
13:00-14:00H	Lunch break	
14:00-16:00H	Group work-Processing 2021 Import/export data sets for Kenya	All
16:00-16:30H	Coffee break	
16:30-17:30H	Group work-Processing 2021 Import/export data sets for Kenya	All
17:30H	Adjourn	Sebastian N.

Thursday 26 th May 2022		
08:20-08:40H	Registration	Annetty S.
	Program overview and objectives	Sebastian N.
08:40-09:40H	Group work: Review of processed data	Clement D.
09:40-10:20H	Presentation of validated Country Output tables	Clement D.
10:20-10:40H	Coffee break	
10:40-11:00H	VIF AA Kenya Overview and Status Update <ul style="list-style-type: none"> - Dashboard demo and updates - Improvements, use cases and next steps - Q/A 	Viola K.
11:00-11:10H	Survey update	Sharon O.
11:10-12:00H	Learning from other countries <ul style="list-style-type: none"> - Current crisis - learning from other countries - Regional portal - Nigeria and Ghana - Accelerator countries 	Sebastian N.
12:00-13:00H	Retail Work <ul style="list-style-type: none"> - Methodology - Scope of data - Q/A 	Doris K./Viola K./Sharon O.
13:00-14:00H	Lunch Break	
14:00-14:40H	FUBC Methodology Subsidy update	Edwin O.
14:40-15:20H	Group work: Addressing fertilizer crisis: price, shortage, and distribution.	Sebastian N.
15:20-15:50H	Updates on country fertilizer programs and initiatives <ul style="list-style-type: none"> ● Kenya Ke-Fert ● Fertilizer production projects ● Fertilizer policy 	Michael K. Daniel N. Daniel N.
15:50-16:00H	Next steps and Close	Sebastian N.

List of participants

Table 8: List of participants

Name	Organisation	E-mail
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[Link to all presentations](#)

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