 

**Farmer to Farmer East Africa**

**Volunteer Assignment Scope of Work**

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| **Summary Information** | |
| Country | Kenya |
| Assignment Code | KE68 |
| Country Project | Horticulture Country Project |
| Host Organization | Kitui Enterprise Promotion Company (KEPC) |
| Assignment Title | Mango juice/concentrate processing, quality and shelf-life improvement |
| Assignment preferred dates | January – March 15th 2016 |
| Type of volunteer assistance: | Technology Transfer (T) |
| Type of value chain activity: | Processing (P) |
| Assignment objective | * Training of KEPC staff on Mango Juice/concentrate processing to increase efficiency, improve quality, safety and shelf-life of products * Facilitate development of other potential value added mango products * Provide recommendation for future F2F volunteer training to KEPC |
| Desired volunteer skills/ expertise | Formal qualifications in food technology, food science or other related field; with 2-3 years of experience; a focus on flavors and/or nutrients is necessary |

1. **BACKGROUND**

The Farmer-to-Farmer (F2F) East Africa program is a program that leverages US volunteer’s expertise to assist small holder farmers and small scale processors in East Africa to improve their business practices through volunteer assignments conducted with host organizations. Through F2F CRS will improve the livelihoods and nutritional status of significant numbers of low income households by: i) broadening their participation in established commodity value chains as producers and service providers; ii) strengthening community resilience to shocks such as droughts, that adversely affect livelihoods; and iii) preserving/enhancing natural resources upon which most rural communities depend. As an important corollary result, through the program CRS will also increase the American public’s understanding of international development programs and foster increased cross-cultural understanding between host countries and US volunteers.

Kitui Development Centre (KDC) is a local Non-Governmental Organization registered in Kenya under the NGO Coordination Act of 1990 in 2001 to work in the Eastern Province of Kenya. Its main goal is to contribute to sustainable positive changes in the living standards of vulnerable people through implementing programs in food security and agribusiness among others. The mission is to improve the living standards of the vulnerable communities through mobilization of resources, experience sharing, developing people’s institutions and finding practical and viable solutions.

The organization started a project on mango value chain for women farmers in Kitui district and was initially funded by FARM Africa, ACT and currently by NETFUND. The production expertise and business plan development was developed through support from FARMER TO FARMER project volunteers supported by USAID. This project is supporting 800 farmers in Kitui central and Kitui east through NZAMKA Farmers’ cooperative society.

On 15th November 2012 KDC registered the Kitui Enterprise Promotion Company under the companies Act (cap.486) to carry the business of manufacturing of non-alcoholic beverages to add value to the mango product. The Company’s main business is processing mango juice/concentrate and mango powder with an overall objective of increasing farmers’ income and improve livelihoods of small scale farmers in Kitui County by utilizing appropriate technologies, knowledge, skills and abilities. The current focus is on the mango value chain from production, processing and marketing.

1. **ISSUE DESCRIPTION**

It is estimated that 91% of total agricultural exports are in the raw or semi-processed form. Thus, the country loses billions in earnings by not adding value to its produce. This represents an opportunity in agro-processing and value-addition for early investors. Entrepreneurs and farmer groups pursuing market opportunities through value-added processing have high potential of increasing their sales and gaining more income.

While the consumer response to the Kitui Enterprise Promotion (KEP) Company mango juice/concentrate has been positive, KEP seeks to improve its quality, specifically the flavor and shelf life. The company has modern processing equipment; however, the challenge that KEP is experiencing with all aspects of mango juice and other product processing is lack of experienced chemist/ food scientist /technologist on staff. The staff on board for such activities are newly graduated food science specialists from local universities who does not have adequate practical training and experience on the unique skills required for this job. As such, the host has requested CRS for a fruit processing volunteer expert to train its staff on improved methods of processing mango juice cum puree and development of other value added mango fruit products. Additionally the volunteer will train the staff and provide recommendations on processing other fruits that are commonly grown in Kitui. This assignment is geared towards boosting sales and ultimately, the income levels of the company and women farmers who supply mangoes to the company through improved quality assurance and quality control, reduced production costs and wastage and increased production efficiency,

1. **OBJECTIVES OF THE ASSIGNMENT**

Train staff of KEP Company on Good Processing Practices to increase efficiency, improve quality, safety and shelf-life of mango juice/concentrate. It is anticipated that this training will lead to production of high quality, market-competitive products

Specifically the volunteer expert will perform the following tasks

1. Review mango juice processing steps and practices
2. Perform gap assessment
3. Impart hands-on-training on Processing of high quality, safe, competitive mango puree / juice
4. Facilitate development of other potential value added mango products

This being the first F2F assignment with KEPC, the volunteer expert will be expected to identify gaps for future F2F volunteer training

**Host contribution**– KEP will mobilize the food technology staff and management to the trainings to be conducted by the CRS F2F volunteer, provide local transport and any required training materials. The team will be available for the training in addition to working closely with the volunteer during the demonstration periods.

1. **ANTICIPATED RESULTS FROM THE ASSIGNMENT**

**The anticipated deliverables include:**

* Trainings conducted and people trained
* Processing guideline developed
* Assignment related photos
* End of assignment Presentation to KEPC and key stakeholders
* Debriefing with USAID and in country group presentations after assignment
* Field trip report
* Outreach activity or a press release and a media event back in US

1. **SCHEDULE OF VOLUNTEER ACTIVITIES IN KENYA**

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| Day | Activity |
| Day 1 | Leave US |
| Day 2 | Arrival into Kenya. The volunteer shall be met by a cab driver, who will have a placard bearing **CRS logo**, and who will wait at the arrivals section with the placard displaying the volunteer name. The volunteer will be driven to **Wasini Hotel** along Church Road in Western or another hotel to be communicated prior to arrival. |
| Day 3 | Briefing meeting at CRS offices with CRS F2F staff and become fully briefed on logistics and itinerary of trip. Discuss anticipated outcomes and work plan, prepare any handouts |
| Day 4 | Travel to Kitui |
| Day 5 | Introduction of the volunteer by CRS staff to KEPC board and management  Review the main objectives of the assignment and adjust the agenda for the coming days.  Courtesy call at the county office |
| Day 6 | Visit KEPC mango fruit processing plant; review mango juice processing steps and practices |
| Day 7 | Day off |
| Day 8 & 9 | Perform gap assessment on mango juice processing |
| Day 10 - 13 | Based on gaps identified, impart hands-on-training on Processing of high quality, safe, competitive mango puree / juice |
| Day 14 | Day off |
| Day 15 &16 | Facilitate development of other potential value added Mango products |
| Day 17 | Develop mango processing guideline |
| Day 18 | Debriefing with KEP company management and CRS staff  End of assignment PowerPoint presentation to KEPC, staff and selected key stakeholders |
| Day 19 | Debriefing at CRS office with USAID Mission and CRS staff.  Complete Trip Report (TR),  Volunteer departs for USA |

# DESIRABLE VOLUNTEER SKILLS

The volunteer must have the following qualifications and competencies:

* Bachelor’s degree in food science, quality management, fruit processing, or a related field, is required.
* Minimum of 3-5 years of experience in training staff on quality standards in fruit processing and product development.
* Extensive knowledge of food safety standards including HACCP
* Excellent writing and communications skills in English
* Excellent analytical skills as well as data presentation skills;
* Ability to communicate clearly and effectively with non-native English speakers;
* Excellent hands-on training skills to an adult audience is necessary;
* Ability to work in a multi-cultural environment and be sensitive to foreign culture;
* Have an interest in exploring and adding value to local flora with a combined commercial and social impact philosophy.

1. **ACCOMMODATION AND OTHER IN-COUNTRY LOGISTICS**

While in Nairobi, the volunteer will stay at the **Wasini All-Suite Hotel**; Church Road, Wetlands; P.O. Box 75362 – 00200, Nairobi Kenya; Email: [enquiries@wasinihotel.com](mailto:enquiries@wasinihotel.com) Tel: +254 (0) 20 234 9545; Fax: +254 (0) 20 445 4353; Cell: +254 (0) 734 082 328); or any other hotel identified by CRS and communicated to the volunteer prior to arrival.

CRS will pay for hotel accommodation, and provide volunteer with per diems to cater for meals and other incidentals. The volunteer may get an advance which has to be cleared before departing Kenya. For more information, please refer to country information that will be provided.

**G. RECOMMENDED ASSIGNMENT PREPARATIONS**

* CRS-F2F designs assignments with the assumption of some pre-departure preparation by the volunteer. Actual preparation time will vary based on the experience of the volunteer, as well as informational or training resources the volunteer has readily available. CRS relies on the volunteer to assess the tasks outlined in this SOW and to make his or her own judgment about how much and what kind of preparation is needed prior to arriving in Kenya.
* The volunteer should prepare materials for hand out which can be printed at CRS office in Nairobi before commencement of the assignment. Flip charts, markers, masking tapes can be obtained at CRS offices. Depending on the training venue the volunteer may use a laptop and projector for power point presentations. But if the training venue is in the community, it will be difficult to use PowerPoint.
* CRS strongly recommends that the volunteer become familiar with CRS programs in Kenya, the horticulture project description, other information in the briefing pack before arrival to Kenya

1. **Key Contacts**

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| **CRS Baltimore** | **CRS EA Regional Office** |

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| **CRS Baltimore** | **CRS EA. Regional Office** |
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| **Host Contacts** | |
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