



CULTURE INFORMATION AND PASTORALIST DEVELOPMENT

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NAIVASHA MANERA FARM TRAINING REPORT



INTRODUCTION.

The training was a follow up on the previous training done in December 2023. The training was a managerial level to support skills and planning in agribusiness.



THE GOAL

The training aimed at acquiring necessary skills in planning and supervision of agricultural activities in greenhouse obbitu children home.

Objectives of the training

By the end of the training

1. The participants Gufu and Abduba will have acquired skill in agribusiness planning
2. Provide field visit for exposure and learning experience
3. To share the learning experience with the management and green house staff
4. To replicate the lesson learnt in obbitu farming unit

PRELIMINARY

The participants reported at Manera farm Naivasha in the evening of 10th June, 2024, they were accommodated at Manera farm. The training was conducted by the director Gladioli Company limited. The training was for managerial skills in agribusiness. The session began on 11/6/2024

DAY 1

The session began with climate setting where we introduced ourselves to the facilitator Mr. Pierluigi. We were asked on the main problems we experience in obbitu farming unit. The responses were

Weeds – the weeds grow very first and re- emerges soon after weeding. MR Gufu asked whether we could use chemical spray to control weeds. The facilitator replied there are herbicides to control weeds and provided examples; e.g. Glyphosphates sprayed before planting the desired crop. Another herbicide for maize, and legumes was Almandine and Atrazine, there are post emerges which means after the crop has germinated.

The facilitator asserted that for vegetables there must be manual weeding chemical are not advised

The other issue which was asked is wilting and dryness of Soil – the facilitator advised the use of soil protection to maintain moisture and nutrient in the soil. He emphasized the following approaches

1. Polythene cover for mulching

2. Grass cover

He stressed on polythene cover where we could purchase and polythene sheets and lay on the beds for the crops with hole where the crop will be transplanted.

SESSION 2

THE MANAGEMENT TOOLS

Budgeting



Budgeting is the cost of inputs, expense and expected income, where us $\text{Income} - \text{Expenditure} = \text{profit/loss}$. Therefore comparison of expenses incurred will assist farmer to determine their profit hence to make a better choices to maximize profit

System of budgeting

The facilitator took us through the step of budget making for agribusiness

1. Market analysis – to identify the buyer's base.
2. To develop business plan – helps to make informed decision on the cost of production and expected income to verify whether it will be profitable to plant certain crops
3. Planting program this is to understand the seasons, irrigation, temperature, soil fertility and soil analysis. Like carrying out survey for planting. Acreage, seeds, farm inputs human labour mechanization of farming.
4. Action plan – to make a table of who, the what, the where and the how. . This will provide elaborate frame work and timing of activities. It is important to follow up on who is doing what at what time.
5. Record keeping – provides detail activities for each day weeks months. the record of work schedule and inputs needed
6. Sales – this is the records of all the income from specific crops. It will show the production cost and income and calculation of profit or loss from one crop. Each crop will need it's on excel sheet of sales records a sample of sales .expenses and profit sheets was demonstrated and provided to be customized to the need of CIPAD.

FACTORS AFFECTING MANAGEMENT OF AGRICULTURAL ACTIVITIES

The facilitator took the participant through the discussion of the following factors

1. Learning the environment – takes minimum of 2 years, nature of soil which crops to plant the community around the you, the economic activities
2. Seasonal changes – rainfall pattern and the quantity of rain received in a particular season, this will inform the crop to plant. Like tolerant plants.
3. Future of rain – frequent drought , or flash floods
4. Diseases – common crop diseases control and prevention strategies
5. Climate change – the phenomenon of high temperatures or extreme cold. or long drought without water or heavy rainfall causing flash floods
6. Poor marketing – lack of buyers for the farm produce due to poor market analysis. Change of taste of different crops or market competitions
7. External interference - political, unfair competition, high cost of inputs making losses.

The climatic changes bring about a new opportunity for investing in agribusiness. In all there is daily looking or searching for a new opportunity

Another issue which came under discussion was staffing and management – it was desirable to make an approach where the supervisor does not practice bossy but rather participatory leadership. The skilled staff is better to manage than unskilled labour. The skill understands learn and gain experience. Therefore the output and income can be projected. In a farm there is staff interdependent where all works work in a seamless flow. Everybody knows what to do and what the other partner should do. Hence he will report and also learn from the responsible person to continue from where he has left. In this way timely completion of work and no work will be left undone. In the company there will be a team work for achieving the desired goal

TARGETTING SETTING

All companies or organization should set a target to achieve for their activities. It's only through setting target that we can achieve profitable margin. Every worker will understand what is expected of him or her and that is to achieve the target for the period set.

In target setting communication is very vital. Without proper communication workers will misunderstand the expected result and timely achievement or completion of the work assigned to them. Communication is two way - traffic to help decision maker to monitor and supervise the progress of the work at all levels.

To have a good harmonize working relation between employees rumors mongering and back bite creates negative energies. As a manger you should be very cautious of negativity discussion or report on other employees because it will affect trust and productivity.

Day 1 was wrapped up by sharing a KAIZEN philosophy which sate that everybody should improve 1% every month or year. This means that it's changing for the better or continuous improvement.

The protocol of inspection which is determined by the production cost plus overhead cost. Tis will cover the hidden cost like water. as an entrepreneur it important to look for option for markets since new information and demand for new crop emerges most often, a farmer must be well equipped with upcoming information and technologies .

DAY 2.



In the second day it was a field visit for exposure learning. We were taken to 3 farms.

1. Manera farm where the company rows broccoli also known as the gold because it is currently the most sort vegetable in the global market. We were taken round by the production manager



who oversees the planting program, weeding, spaying, harvesting and transporting to the airport. The farm was cultivated under a massive irrigation with large main pipe and drip lines. It a labour intensive and most work was done manually expect for land preparation and irrigation.

LESSON LEARNT FRO MANERA FARM

1. They have adequate water for their broccoli – a borehole on the farm.
2. Mulching the land with polythene sheets and grass
3. Continuous transplanting, and planting seeds in nursery



4. Quality control of the broccoli where they do pitching and harvest 18 inches length of flower head.

2. KALRO – KENYA



AGRICULTURE LIVESTOCK RESEARCH ORGANIZATION

The organization is a research based organization. We visited and taken round by a livestock officer. Therefore we observed their livestock breeds which included Friesian, and sahiwal and across breed of Frisian and sahiwal. We saw species of fodder like sorghum and lucerne and Napier grass. During our visit there was outbreak of foot and mouth diseases hence we were restricted to freely move. At their entrance there was disinfectant foot bath to control transmission of disease.



We enquired from the livestock officer whether they sell the cows or bulls. He responded that they do not sell female cows but can sell the bulls. We enquire the cost of a 3



year old bull he informed as that it cost 140,000 kes. He further informed as they also sell the semen for artificial insemination

Our take away lesson were

1. The varieties of fodder crop like sorghum and lucerne for protein
2. Sahiwal cross breed which can adapt our arid areas

The third farm we visited was called interplant, the company deals with flowers and breeding young Boran bulls. We are taken round by a specialist in Soil conservation and fodder crops.

TAKE AWAY LESSON

1. Fodder crop like

sorghum. Lucerne, Rhodes grass

2. Soil texture and protection though grass cover to support soil microorganism breakdown



3. Crop rotation to conserve soil fertility and its biology
4. Strip rotation where livestock is confined to an small area for such time through fence like electrical fence or paddocking through traditional fence



5. Booran young 2 year bulls for fattening and selling after 3 years of age.
 To conclude this day and session Mr. nick summarized his talk with “know your environment in the context of the rainfall amount, crops to grow and soil to support the to be nourished and protected for survival of your crops”

RECOMMENDATION FOR OBBITU FAARMING UNIT

1. SOIL – must be mulched with polythene sheet or grass before transplanting
2. Continuous seed planting in nursery beds and replace old



vegetable soonest we remove from the green house or open field

3. Diversification of agricultural activities to like bee keeping, livestock and crops sustain income
4. Fodder planting like sorghum, lucerne and local pasture
5. To reclaim 15 acres of bushy land in obbitu for pasture growth to sustain cross breed cows like sahiwal
6. To practice rotational grazing once we grow adequate pasture
7. To build team work and good communication among the staff
8. To practice the KAIZEN philosophy in our organization and working relationship
9. To improve on record keeping

THANK YOU

REPORT WRITTEN BY

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 PROGRAM COODINATOR**

