

**Project Evaluation Series**

**Evaluation of the project  
“Increasing smallholder productivity  
and profitability”**

**Project code: GCP/KEN/082/USA**

**Annex 3. Significant change story**

## Mr Erastas Kirathle

Mr Erastas is a banana grower, who has been with the project since 2017. He lives with his wife Beatrice and three grandchildren whom he looks after. Before joining the project, Mr Erastas was growing coffee since 2005 and then the market failed. In 2018 he attended training organized by the Food and Agriculture Organization of the United Nations (FAO) and he started growing onions and bananas. The training included business development, climate smart agricultural practices and he receives support from extension officers. Before joining the project, he was selling bananas to the local brokers, but the project introduced him to a better market through Twigga Foods. Twigga Foods handles the harvesting, sorting and transportation of bananas. Whereas his previous harvests before the project he had to do all this by himself. His current monthly sales now range from 300 to 700 kgs of bananas and he sells twice a month with payments coming within 24 hours. Before he was selling to brokers 40 000 to 50 000 shillings per month. Now the new sales figures are 89 000 shillings in 2018, 109 000 shillings in 2019 and in 2020 his projected sales is 120 000 shillings per month.

In addition to increased agricultural productivity Mr Erastas's operational costs reduced significantly, in particular transportation costs and marketing costs. Twigga brings experienced professional harvesters at the farm, they quality check, sort and grade the bananas at the farm and produce an invoice based on the produce to be paid in 24 hours. In the previous arrangement, he used to harvest the bananas himself, take them to the market and at the market, depending on the quality, the purchase of all his produce could be refused and he would be forced to sell at very low prices, give them away or take them back home.



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