

## Monthly Report Template for COMPETE Grantees

**Grantee:** \_\_\_\_Ten Senses Africa Ltd\_\_\_\_ **Report for the month of:** \_\_April, 2011\_\_\_\_

Based on your grant agreement implementation timeline, please highlight the activities you have accomplished over the past month.

<b>Activities</b> <i>Activities should be directly in-line with your grant agreement</i>	<b>Activity Status</b> <i>If the activity has been accomplished, please give results. If the activity has not been accomplished, please provide an explanation.</i>
Relocate and improve plant equipment to achieve full food grade processing capacity as verified by the Kenyan Bureau of Standards.	Two driers already constructed and running. A total of 10,067kgs dried in the month of April.
Increase plant capacity to allow processing of 100 tons/season (two seasons)	Financing for new equipment is expected by June and the capacity will be greatly enhanced.
Purchase 200 tons of macadamia from Meru and Taita growers associations, at a value of 6 million Ksh (Fair trade minimum price of 30 Ksh/kg).	21,153 kg of macadamia nuts NIS were purchased in April from Embu/Meru. 1,374,945 Ksh paid to farmers during this period.
Provide 1 million Ksh in fees to the associations for the collection and storage of macadamia on behalf of TSA.	We will pay Embu/Meru storage and collection fee in June; during low purchase season. Social premium will also be paid in May to the farmer group in Taita (WAMATTA).
Export 50 MT of processed nuts, of which at least 30 tons to the US market. This represents a sales goal of \$240 000 or 17 million Ksh (40 000 kg @ \$6/kg)	We are still drying the nuts in Ngong and we expect to start processing in May.
Create stable employment for at least 35 staff in the Nairobi factory.	2 additional staff were hired in April. 25 new temporary staff have been hired. This however is seasonal employment as it depends on the Produce.

**We are particularly interested in highlights that include:**

- The formation of partnerships: the Swiss exchange student has assisted the company with establishing a food quality system which will lead to a certification called FSSC 22000. All documentation for this certification will be ready by end of June 2011.
- The implementation of new technologies or management practices: the management structure is being streamlined to improve efficiency. This is by better defining roles of each of the employees.

- A total of 3 groups have started training which will go on over the next 4 to 5 months. A local person will need to be employed to help in mobilizing the farmers.
- The use of Market Information Systems (MIS): At this point we are not using any particularly market information systems. Our challenges at this point are not in sales and marketing, but in production.
- The establishment of new access to markets: We are focusing on delivering product to our customers in the US and Europe. Initial exports are going to our US customer.

**Additional comments or results:**