

Monthly Report Template for COMPETE Grantees

Grantee: ____Ten Senses Africa Ltd____ **Report for the month of:** __March, 2011____

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

Activities <i>Activities should be directly in-line with your grant agreement</i>	Activity Status <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.	One drier already constructed and running. <u>This allows control over our drying and gives the capacity to dry 10 tons of macadamia every 5 days.</u>
Increase plant capacity to allow processing of 100 tons/season (two seasons)	<u>We are currently in the advanced stages of sourcing funding to increase capacity for drying, grading, sorting and cracking</u>
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).	14327 kg of macadamia nuts NIS were purchased in <u>March</u> . 931255 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.	<u>We have not started paying to the new group as it had not gotten well organized including a bank account</u>
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)	<u>We</u> have not exported in the month of March as we have been buying and getting the factory ready for processing.
Create stable employment for at least 35 staff in the Nairobi factory	2 additional staff have been interviewed and will be recruited in April. <u>Preparations have been made for training of 15 new temporary staff</u>

We are particularly interested in highlights that include:

- The formation of partnerships: Our main European partner, PAKKA Trade Ltd., has sent a Swiss exchange student to consult on quality standards in our factory. This brings us into partnership with the Swiss College of Agriculture in Bern.
- The implementation of new technologies or management practices: We are in process of introducing new equipment for grading, sorting, cracking and packing.

- The training of individuals or groups (please give a number and gender breakdown). We have continued to develop a new Fair Trade farmer group in the Kirinyaga area. 36 farmers have been given the preliminary awareness training and more are targeted in the month of April.
- 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. These customers will expand demand depending on our ability to deliver a quality product on time.

Additional comments or results: