

| Renewing the Kenyan cashew value chain | | Results Framework | | | | | | | | |
|--|---|--|-------------|-----------|-----------|-------------------------|---------------------------------------|---|--|--|
| LEVEL | EXPECTED RESULT | INDICATORS | BASELINE YO | TARGET Y1 | TARGET Y2 | INTERMEDIATE TARGET Y 4 | TARGET AT MATURITY YEAR 10 | Data source of verification | Comments | |
| IMPACT | Restoration of the cashew value chain in Kenya, increasing rural income and involving youth and women in the cashew sector | | | | | | | | | |
| OUTCOME 1 | | | | | | | | | | |
| OUTCOME 1.1 | Improved access to jobs and income generating activities | % Improved discretionary income of participating farmers over the original baseline | | | | 15 % | 84% - 112% | TSA company records, MIS, monitoring, baseline and impact assessments | At maturity, the seedlings and pruned trees will be producing min 10 kg per tree, resulting in an additional income from cashew of between \$750 - \$1000 per ha. Compared with a baseline of \$888 per ha on Kenyan smallhold farms in 2021. | |
| | | Number of targeted farmers who experience increased income from cashew cultivation | 0 | 7 500 | 7 500 | 30 000 | | TSA company records, MIS, monitoring, baseline and impact assessments | 15,000 new + 15,000 existing cashew farmers (included in the pilot project supported by the EU Trust Fund (Enhancement of livelihoods in the Kenyan Coastal Region by supporting Organic and Fair Trade certification of smallholders)) reached during the 4-year project period | |
| OUTCOME 1.2 | Increase of the value share that is retained for cashew farmers | % Improved price for raw cashew for farmers due to FT/Bio certification/extension services and direct buying centers | n/a | | | 20 % | | TSA company records, MIS, monitoring, baseline and impact assessments | Current price KSH 48 per kg of raw cashew nuts for farmers, the goal is to increase the actual price per kg of raw cashew nuts for farmers by 20% above the price paid by middlemen brokers. Increase in price for farmers achieved by increasing the value of the crop by its fair trade and organic certification (up to 10%), introducing direct buying centers, increasing the quality of nuts by providing extension services to farmers | |
| OUTCOME 1.3 | Removal of impediments to the volume of cashew production due to persistently low purchase prices and dependence on middlemen brokers | Number of established accessible buying centers | 0 | 15 | 15 | 30 | | TSA company records, MIS | 1 buying center/1000 farmers. Strong global growth of demand for cashew on world markets ensuring continued demand for farmers production | |
| OUTCOME 1.4 | Ensuring biodiversity while increasing cashew production and capturing carbon sequestration benefit for the local community | Amount of financial benefit from carbon sequestration returned to local community (USD) | n/a | | | \$174,000 | \$1.22 million cumulative value | TSA company records, MIS | 22.78 kg of CO2e per tree per year, the current value on the Fair Trade Carbon Market is 13.00 EUR/tonne. The trees in the project have the potential to source cca \$698,000 annual value, but we project the realisation of 25% or \$174,000 of this value. | |
| OUTCOME 1.5 | Removal of impediments to improvements in Kenyan cashew quality through improved extension services to the farmers | Number of county governments providing agricultural extension services | 0 | 2 | 1 | 3 | | TSA company records, MIS, monitoring, baseline and impact assessments | County governments in Lamu, Kilifi and Kwale providing in agriculture extension officers, distribution of seedlings to farmers in the program. Anticipated growth in participating county governments | |
| | | Local research capacity and know-how to promote cashew cultivation best practice | n/a | 2 | 0 | 2 | | TSA company records, monitoring, baseline and impact assessments | Kenya Forestry Research Institute, local advice and control of the reforestation process, to ensure adequate biodiversity and capture of carbon sequestration benefit for the local community. Pwani University in Kilifi, Dept. of Agriculture - providing monitoring, audit, baseline and impact assessment and capturing best practice. | |
| OUTPUT 1.1 | Farmers supported with high value cashew seedlings | Number of farmers supported with cashew seedlings | 0 | 3 750 | 3 750 | 15 000 | 30 000 | TSA company records, MIS | 300,000 seedlings produced annually distributed to farmers. 30,000 farmers total (15,000 project plus 15,000 existing) | |
| OUTPUT 1.2 | Jobs created in agro-processing and nursery, and tree pruning. | Number of jobs created in pruning, agro-processing and nursery | 0 | 160 | 120 | 280 | | TSA company records, MIS | Jobs created within the project in the first project year: 100 jobs for youth in pruning and nursery, 90 jobs for women in processing facility, 60 jobs in buying centers, 30 jobs in nurseries (10 people in 3 nurseries). | |
| OUTPUT 1.3 | Established accessible buying centers | Number of established accessible buying centers | 0 | 15 | 10 | 25 | | TSA company records, MIS | 1 buying center/1000 farmers. Strong global growth of demand for cashew on world markets ensuring continued demand for farmers production | |
| OUTPUT 1.4 | Establishment of social funds from fair trade certification for farmers groups | Annual amount of the social premium paid to participating farmers from Fair Trade certification | n/a | - | 50 400 | 226 800 | \$ 1,054,000 cumulative over 10 years | TSA company records, MIS | Social premium 15 cents/kilo of FT certified cashew production, during year 2 of the project, social premium paid to farmer groups in the amount of 50,400 USD for 336 MT exported Fair Trade certified cashew production, year 3: 75,600 USD for 504 MT of exported FT certified cashew production, year 4: 100,800 USD for 672 MT, after year 4, 151,200 USD for 1,008 MT of exported FT certified cashew production, overall project target of social premium paid to farmer groups 226,800 USD during 4 project years (export volumes see Output 2.2) | |
| OUTCOME 2 | | | | | | | | | | |
| OUTCOME 2.1 | Increased Kenyan cashew exports of processed cashew nuts to global markets | % increase in volumes of raw cashew production | | | | 40 % | | TSA company records, MIS, monitoring, baseline and impact assessments | Current Kenyan production quantity 11,600 MT/year of raw cashew (source FAO), up to 40% increase in volumes by year 4 (800,000 renewed trees x additional 4 kg/tree = 3,200 MT of raw cashew nuts/year + first 300,000 new seedlings (planted during project year 1) producing by year 4 after planting x 4 kg/tree = 1,200 MT/year = increase in raw cashew production by total 4,400 MT produced in year 4). By year 10 after planting increase in volume by 110 %: 1,200,000 new seedlings x 8kg/tree = 9,600 MT/year + 800,000 renewed trees x additional 4 kg/tree = 3,200 MT/year, total 12,800 MT/year additional annual volume of raw cashew (11,600 MT (baseline) + 12,800 MT to 24,400 MT/overall volume of raw cashew nuts grown in the area/year). Increased overall volume of cashews grown in the area, as well as increased processing capacity, streamlining of supplier-processing relations, placement of farm production on markets will increase the volume of total exported processed cashew nuts by | |
| | | % increase in Kenyan cashew nuts exports | | | | | 30 % | | TSA company records, MIS, monitoring, baseline and impact assessments | |
| OUTCOME 2.2 | Renewed and increased producing, processing and | Number of new seedlings planted (year) | n/a | 300 000 | 300 000 | 1 200 000 | 3,000,000 total over 10 years | TSA company records, MIS | 300,000 x 4 years = 1,200,000 seedlings | |

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|-------------|---|---|-----|---------|---------|---------|-----------------------------|---|---|
| | exporting capacity of cashew industry in coastal Kenya | Number of renewed trees (pruning-topworking) | n/a | 200 000 | 200 000 | 800 000 | 2 million over 10 years | TSA company records, MIS | 200,000 renewed trees/year (100 youth, pruning 10 trees/day x 200 days/year x 4 years) |
| OUTCOME 2.3 | Removal of impediments to the cashew value chain by increasing the processing capacity as a response to long-term growing demand for cashew nuts on world markets | Construction of a factory with a capacity to process 72 FLC of processed fair trade and organic certified cashew nuts/ year | n/a | | | 1 | | TSA company records, MIS | Processing capacity up to 8,400 MT of raw cashew/year, = 1,008 MT of processed nuts |
| | | Volumes of raw cashew nuts purchased from farmers by established factory (MT/year) | n/a | - | 2 800 | 12 600 | 30,600 MT over 10 years | TSA company records, MIS | see Output 2.2. by year 4, total of 12,600 MT of raw cashew processed in new factory |
| OUTPUT 2.1 | Increased volumes of raw cashew | Increased volume of raw cashew available from planting new seedlings (MT/year) | n/a | | | 1 200 | 9000 per year by year 10 | TSA company records, MIS | First 300,000 grafts planted in year 1 will start producing 4 kg raw cashew/tree by end of year 4 of the project = 1,200 MT of raw cashew. By year 10 after planting - 1,2 million grafts x 8 kg raw cashew/tree = 9,600 MT of raw cashew/year. |
| | | Increased volume of raw cashew available from pruning existing trees (MT) | n/a | | 800 | 4 800 | 3200 MT per year in year 10 | TSA company records, MIS | 200,000 renewed trees annually x increase by 4 kg of raw cashew/tree = 800 MT of raw cashew in second year. In third year of the project, 1,600 MT of raw cashew nuts from 400,000 renewed trees. In fourth project year, 2,400 MT of raw cashew from 600,000 renewed trees. During 4-year project period, total of 4,800 MT of additional raw cashew available thanks to pruning). 800,000 renewed trees by end of year 4 = increase by 3,200,000 kg of raw cashew/year. |
| OUTPUT 2.2 | Established factory for processing high volumes of cashew production | Volumes of raw cashew nuts processed (MT/year) | n/a | - | 2 800 | 12 600 | 8400 MT per year | TSA company records, MIS | Year 1 - - year 2 - 2,800 MT year 3 - 4,200 MT year 4 - 5,600 MT Final target - Sum Y2+Y3+Y4 = 12,600 MT of raw cashew processed in factory. After year 4 - 8,400 MT/year of raw cashew processing capacity of the factory. |
| | | Volumes of exported cashew nuts (MT/year) | n/a | | 336 | 1 512 | min 1008 MT/year by year 10 | TSA company records, MIS | exported: Year 1 - - year 2 - 336 (24 FCL) of processed fair trade and organic certified cashew nuts (12% yield from raw cashew) year 3 - 504 (36 FCL) year 4 - 672 (48 FCL) final target - Sum Y2-Y4 = 1,512 after year 4 - 1,008 MT/year factory exporting capacity of processed fair trade and organic certified cashew nuts |
| OUTCOME 3 | | | | | | | | | |
| OUTCOME 3.1 | Increase in the number of farmers involved in the cashew industry with particular focus on attracting women and youth | % share of women in overall number of reached cashew farmers | | | | 30 % | | TSA company records, MIS, monitoring, baseline and impact assessments | Total 30,000 reached farmers, 30% of them women |
| | | % share of youth in overall number of cashew farmers | | | | 10 % | | TSA company records, MIS, monitoring, baseline and impact assessments | 30,000 reached farmers, 10% of them youth |
| OUTCOME 3.2 | Increased knowledge about cashew as a prospective cash crop | Number of participants in introduction/awareness meetings | 0 | 2 500 | 2 500 | 10 000 | | TSA company records, MIS, monitoring, baseline and impact assessments | 2,500 participants/year x 4 years = 10,000 |
| | | % of women | | | | 30 | | TSA company records, MIS | 30% of 10,000 participants are women |
| | | Number of participants who successfully complete cashew training | 0 | 1 250 | 1 250 | 5 000 | 12,500 total over 10 years | TSA company records, MIS | 1,250 trained participants/year x 4 years = 5,000 |
| OUTCOME 3.3 | Removal of impediments to the development of farming as a preferred career choice for young people, reduction of urban migration | Number of youth informed about potential of engagement of cashew as a career choice | 0 | 15 000 | 15 000 | 60 000 | | TSA company records, MIS, monitoring, baseline and impact assessments | 480 students/school informed about cashew sector possibilities, 480*125 schools = 60,000 students reached |
| OUTPUT 3.1 | Schools and students involved in cashew value chain and training | Number of schools supported with cashew seedlings | 0 | 65 | 125 | 125 | | TSA company records, MIS | Each participating school supported with 50 cashew seedlings, establishing own sustainable income generating orchard |
| | | Number of rural students engaged in agriculture school clubs/year | 0 | 3 250 | 6 250 | 6 250 | | TSA company records, MIS | 50 students actively participating in 125 school agro-clubs/annually. In year 1 of the project, 65 schools engaged, by end of year 2, 125 schools engaged with agro-clubs/farming education for 50 students per school |