

# **Agriculture Sector Survey**

May 2025



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#### 1. BACKGROUND

The agriculture sector is a key pillar of the Kenyan economy. The sector is a source of income and livelihood to numerous rural households through direct and indirect employment. It is a key source of raw materials and products to the manufacturing and wholesale and retail trade sectors. Developments in the agriculture sector have implications on Kenya's food security and export performance. Moreover, through exports of tea, coffee and horticultural crops such as vegetables, fruits and cut flowers, the sector contributes to foreign exchange earnings. Domestically, the developments of the sector have implications on food inflation and therefore on the headline inflation

Based on the recently released Economic Survey 2025 by the Kenya National Bureau of Statistics (KNBS), the agriculture sector grew by 4.6 percent in 2024, compared to 6.6 percent in 2023. The growth was supported by the favourable weather conditions and government interventions aimed at improving agricultural productivity. The good weather supported increased production of milk, tea, coffee and sugar cane. Similarly, the production of beans and sorghum was relatively higher in 2024 compared to 2023. Production of beans increased by 10.0 million bags in 2024 from 9.3 million bags in 2023, while coffee production increased to 49.5 thousand tonnes from 48.7 thousand tonnes. Additionally, tea production recorded a 4.9 percent increase to 598.5 thousand tonnes in 2024, while cane production increased to 9.4 million tonnes from 5.6 million tonnes in 2023. Milk deliveries expanded by 17.4 percent to 908.4 million litres from 810.8 million litres in 2023. The increased milk production supported the observed stability in milk prices in 2024.

Given that developments in the agriculture sector have significant impact on the supply and prices of key food items in the consumer price index (CPI), the Monetary Policy Committee (MPC) of the Central Bank of Kenya (CBK) continuously monitors developments in the sector through a survey conducted in select regions to gather information on indicative prices of basic commodities, output and expected trends.

More specifically, the survey focuses on the following:

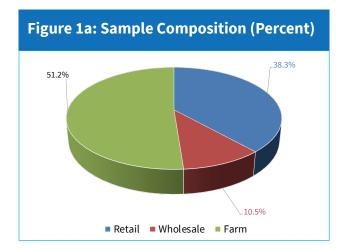
- Indicative prices of select key agricultural food items and the general price expectations.
- ii. Assessment of output and acreage of select food items, and expectations.
- iii. Access to, usage and barriers to farm inputs for agricultural production.
- iv. Factors affecting agricultural production and marketing/sale of farm produce.
- Indicative information on access and use of credit facilities.
- vi. Suggestions on how to improve agricultural production.

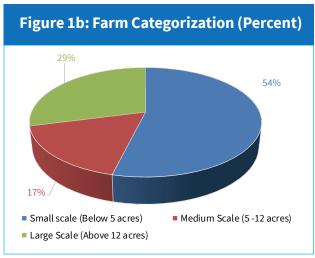
This report presents results of a survey undertaken during the period May 12-16, 2025. Mixed outcomes were noted regarding changes in prices of select food commodities in May 2025 relative to April 2025. The outcomes largely reflect seasonal factors. On balance, respondents expect prices of key food items, particularly cereals and related products to edge up in June 2025, while prices of kales, spinach and traditional vegetables are expected to decline in line with seasonal factors. There was a modest increase in the proportion of sample respondents who expected inflation to increase both one and three months ahead, largely on account of seasonal factors. However, the proportion expecting inflation to either decline or remain unchanged exceeded the proportion that expected an increase. Most respondents expect the performance of the agriculture sector to improve both three months and one year ahead, driven by favourable weather outcomes in most regions of the country and government interventions aimed at increasing agricultural productivity. These findings in the May 2025 survey, were consistent with the findings in the previous surveys. Optimism about overall economic performance in the next three months and one year increased in May 2025 relative to March 2025.

#### **METHODOLOGICAL FRAMEWORK** 2.

The May 2025 survey, like previous MPC surveys of agriculture sector, gathered information on wholesale and retail prices of select food items, expectations regarding changes in prices and output, and factors that affect agricultural production. The survey drew respondents from select wholesale and retail markets and select farms in key food basket regions. These include Nairobi Metropolitan area, and neighbouring counties such as Kiambu, Kajiado and Machakos. Other areas covered include Naivasha, Gilgil, Nakuru, Narok, Bomet, Kericho Kisumu, Mombasa, Kisii, Eldoret, Kitale, Nyandarua, Nyahururu, Mwea, Isibania, Meru, Nyeri, Isiolo, Oloitoktok, Namanga, Makueni and Molo and some parts of Western Kenya.

The coverage and scope of the survey has continued to expand over time, thereby enhancing the response rate. The data was collected using face to face interviews with retailers, wholesalers and farmers in select markets and farms. A total of 248 respondents were sampled out of which farmers and retailers accounted for 51 percent and 38 percent, respectively, while wholesalers accounted for 11 percent (Figure 1a and 1b).





Analysis of the information collected was undertaken using both quantitative and qualitative approaches, with findings presented using summary measures, tables and/or charts. These include averages, percentages and balance of opinion (BOO). The BOO is a key tool used in the analysis to show the net position regarding the expected directional change in relation to variables of interest such as retail and wholesale prices of select food commodities, acreage under crop and farm output. The BOO is generally defined as the difference between the proportion of respondents having expressed a positive opinion and the proportion of respondents having expressed a negative opinion divided by the total number of respondents. The computation of BOO facilitates conversion of qualitative responses into quantifiable values.

For instance, with regard to inflation, the survey sought respondents' views about whether they expected inflation to increase, remain unchanged or decrease in the next one and three months. The BOO gets the net position of responses and, therefore, helps shed light on the direction where, on balance, most of the responses are concentrated, after taking into account all the responses to the particular question. It is important to note that a respondent's expectations about inflation or economic performance could vary depending on the time horizon, for instance, a respondent could expect inflation to increase one month ahead but decrease three months ahead, and vice versa. The same applies to expectations about economic performance.

The survey also sought to understand how respondents expected the agriculture sector to perform in the next three months and one year ahead. The objective is to have separate expectations for agriculture sector performance and overall economic growth since expectations about the two can differ significantly despite the former being a sub-set of the latter. Overall economic performance encompasses the industrial and service sectors, in addition to agriculture.

#### 3. MAIN HIGHLIGHTS FROM THE SURVEY

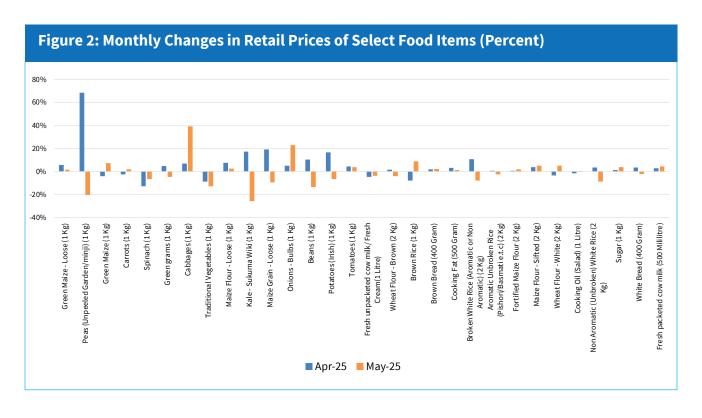
This section highlights the key findings from the May 2025 survey:

- There were mixed outcomes regarding prices of select food commodities in May 2025 relative to April 2025. Food items in the core basket recorded minimal price changes while those in non-core category continued to be volatile, largely reflecting seasonal factors.
- ii. On balance, respondents expect prices of some food items, particularly cereals and related products, to increase in June 2025 in line with seasonal factors.
- iii. Majority of respondents expected inflation to either decline or remain unchanged both one and three months ahead.
- iv. Access to subsidised fertiliser remained high at 65 percent in May 2025 and on average about 64 percent of sampled farmers reported to have accessed the subsidized fertilizer between July 2024 and May 2025. Most farmers have reported positive impact on output. This finding has been consistent in the last five surveys.
- The most sought inputs are inorganic fertiliser and pesticides/herbicides with 81 percent and 45 percent of sampled farmers, respectively, reporting that they were the most important inputs in production.
- vi. Expectations about change in acreage and output of key food items remained largely

- positive in May 2025, similar to findings in March 2025, mainly driven by the favorable long rain season outcomes and government interventions such as subsidized fertilizer.
- vii. There was a considerable increase in the proportion of respondents expecting the performance of the agricultural sector to improve or remain unchanged in May 2025 compared to March 2025.
- viii. The proportion of respondents optimistic about overall economic performance in the next three months and the next one year was higher in May 2025 compared to March 2025.

## 3.1 Prices of key agricultural commodities

The analysis of the data shows mixed price performance across the sampled food commodities in May compared to April 2025. For instance, the survey noted a general price increase in relation to cabbages, onions, maize flour and sugar. However, price declines were noted particularly with regard to garden peas, kales-sukuma wiki and traditional vegetables (Figure 2). The decline in the price of garden peas was due to a market improvement in market supplies as local harvest had commenced in some regions.

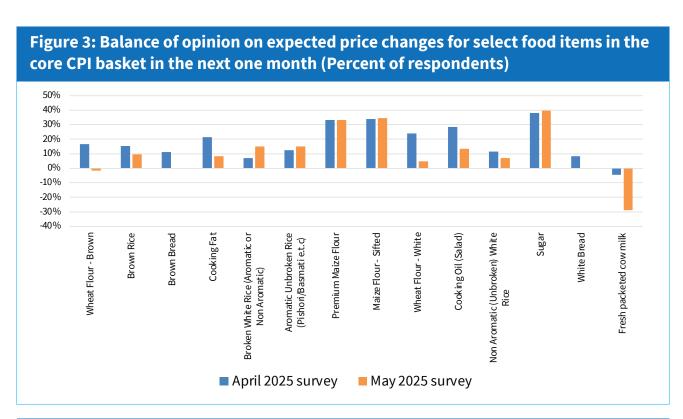


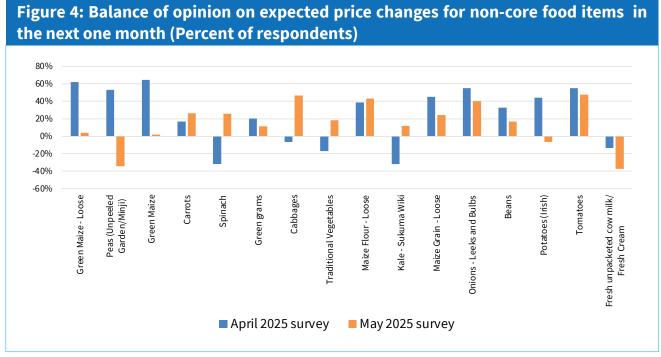
## 3.2 Expectations of prices of key food items

Balance of opinion (BOO) on expected price changes shows prices of key cereal products and select vegetables are expected to increase in June 2025 reflecting seasonal factors. Respondents expect prices of maize products and related items to be slightly higher in June 2025 relative to May 2025. In addition, respondents expected the prices of sugar, cooking fat and cooking oil (salad) to also pick up, reflecting developments in the global market where

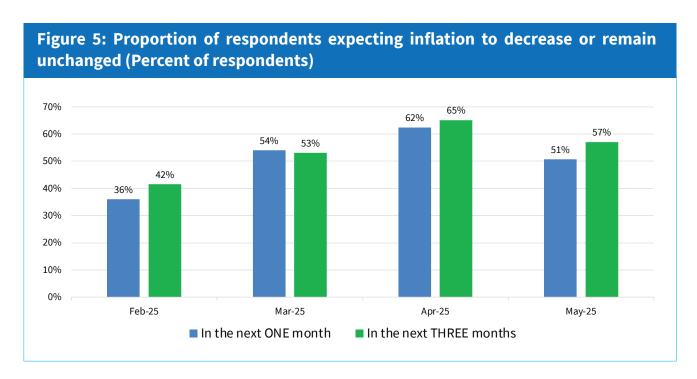
prices of these items have been rising in the recent past.

Following the favourable March-May 2025 long rain season in most regions, prices of fast-growing vegetable items such as kales/sukuma wiki, traditional vegetables, cabbages and spinach are, however, expected to decline in June 2025. Similarly, the proportion of respondents that expect tomato prices to increase declined in May compared to April 2025 survey (Figure 3 and 4).





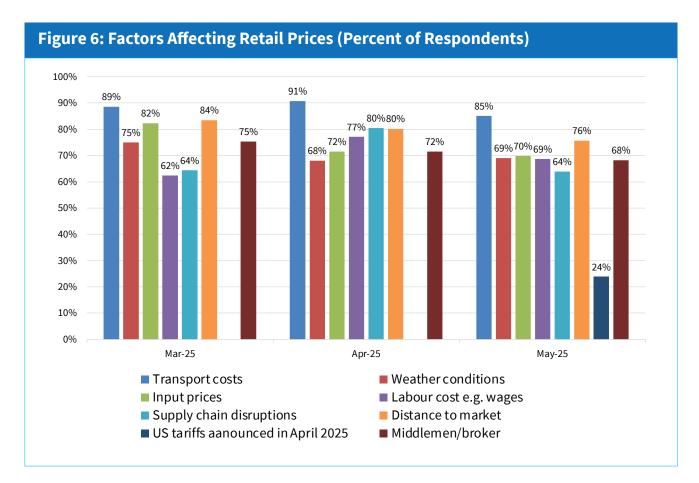
The proportion of respondents expecting overall inflation to decrease or remain unchanged in the next one month increased to 51 percent in May 2025 from 36 percent in January 2025. Over the same period, the proportion that expected overall inflation to decrease or remain unchanged in the next three month increased to 57 percent from 42 percent (Figure 5). In addition, the May 2025 survey showed that inflation expectations were well anchored as the proportion that expected inflation to decrease or remain unchanged in the next three months was relatively higher at 57 percent, compared to 51 percent who expected similar inflation outcomes in the next one month. This was primarily driven by the generally positive rainfall outcome for the March-May 2025 season, stable exchange rate and the low inflation environment in the recent period.



# 3.3 Factors affecting retail and wholesale prices

The May 2025 survey, like previous surveys, sought to establish the factors that influence wholesale and retail prices of select food items. The proportion citing the impact of adverse weather conditions increased marginally to 69 percent in May 2025 from 68 percent in April 2025. The outcome was, however, a significant decline compared to 75 percent of respondents who reported adverse weather conditions to be a key factor for prices in March 2025, reflecting the impact of relatively dry weather conditions in the first and second weeks of March 2025 (Figure 6 and Annex Figure 17). The proportion reporting labour costs as a significant factor for prices was relatively lower at 69 percent in May 2025 compared to 77 percent in April 2025. Likewise, the proportion reporting supply chain disruptions as a factor influencing retail prices decreased to 64 percent in May 2025 from 80 percent in April 2025, possibly pointing to the impact the heavy rainfall in April 2025 had on feeder roads in some regions.

The proportion reporting transport costs as a factor influencing retail prices decreased to 85 percent from 91 percent in April 2025 and 89 percent in March 2025, reflecting the positive impact of relatively stable pump prices. Similarly, the proportion of respondents who reported distance to market as a factor for prices declined to 76 percent in May 2025 from 80 percent in April 2025 and 84 percent in March 2025 as respondents reported that they did not have to travel longer distances to find supplies. The relatively favourable weather conditions had resulted in increased supply of select fast-maturing vegetables thereby eliminating the need to travel long distances in search of supplies. Input prices remain a key determinant of prices as reported by the respondents in the May 2025 survey, a moderation from 75 percent in March 2025. The impact of the US tariffs that were announced in April 2025 was perceived to be minimal with only 24 percent of the sampled respondents citing it as a key factor though most respondents were yet to fully comprehend the impact.



### 3.4 Analysis of output

#### 3.4.1 Output performance and expectations

This section describes the outcomes of the May 2025 agriculture survey regarding farmers' views on expected changes in output and acreage for select crops. This is important because a significant change in output, if realised, would have implications for market supplies and food inflation, which could in turn affect overall inflation. Likewise, a shift in acreage could, holding other factors constant have implications on output, and overall growth performance as well as inflation

#### 3.4.2 Output performance across food crops

Most sampled farmers in the May 2025 survey were optimistic that output of most food crops was generally expected to increase, largely driven by favourable March-May 2025 rainfall outcomes in most regions and expected continuation of government measures geared towards improving agricultural productivity, particularly those targeting farm inputs such as the subsidised fertiliser programme. Some farmers underscored the adoption of smart agriculture farming methods which, despite being limited in scope, was gaining traction and a potential source of farm income.

#### 3.4.3 Expectations about acreage of food crops

On balance, most farmers sampled in the May 2025 survey expected to increase the acreage and output of their crops (Figure 7a & 7b). The proportion expecting to increase area under crop was also generally higher compared to March 2025 survey, reflecting the optimism generated by the observed favourable rainfall outcomes and expected continuation of government measures that seek to increase productivity in the agricultural sector. A higher proportion expect to increase acreage of cabbages, tomatoes, onions, maize, beans, wheat, millet and rice.

Figure 7(a): Balance of opinion on expected acreage for select crops (Percent of respondents)

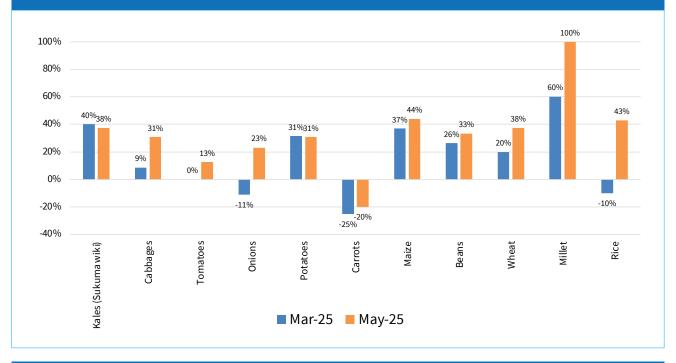
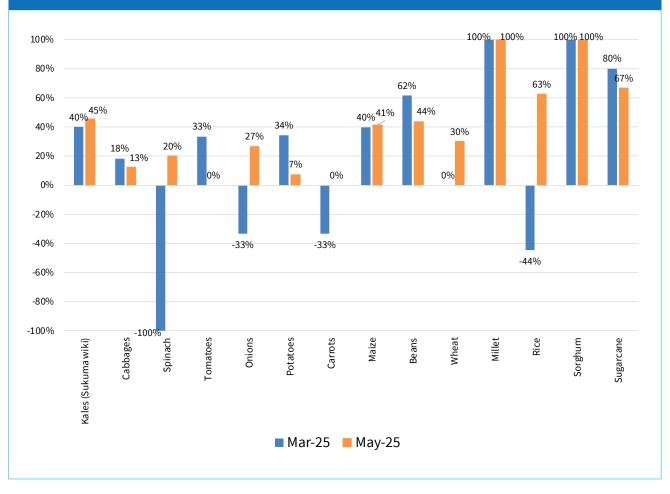


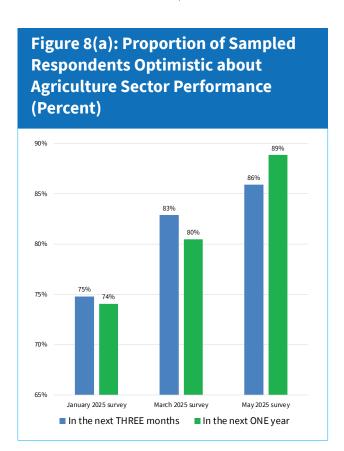
Figure 7(b): Balance of opinion on expected output for select crops (Percent of respondents)

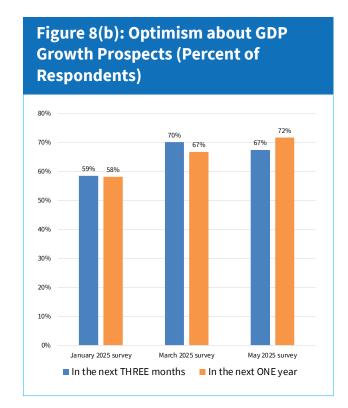


# 3.5 Expected performance of the agriculture sector and the overall economy

Respondents were asked to state how they expected the performance of the agriculture sector to be three months ahead as well as one year ahead. That is, whether the expectations for the sector's performance are to remain constant (unchanged), improve or worsen. of May 2025 survey response data shows an improvement in optimism with 86 percent of the sampled farmers expecting the performance of the agriculture sector to improve in the next three months compared to 83 percent in March 2025. Similarly, the proportion expecting an improvement in agriculture sector performance in the next one year increased to 89 percent in May 2025 from 80 percent in March (Figure 8a).

The increased optimism in May 2025 was mainly informed by the favourable rainfall outcomes and expected continuation of government interventions aimed at increasing productivity of the sector. Some respondents underscored





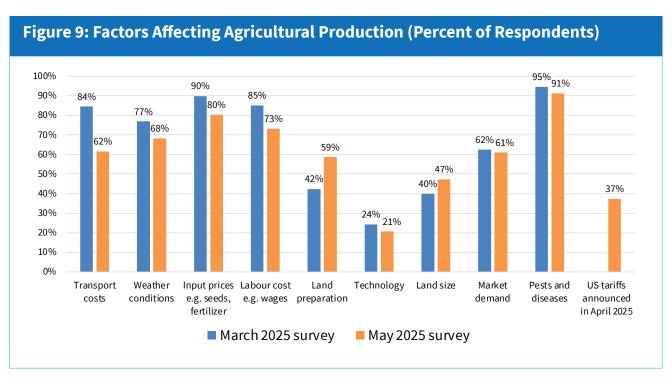
the potential of the sector with the application of smart agriculture farming methods and the growing interest by investors in the agriculture sector.

Additionally, the survey sought respondents' views on their expectations about the overall performance of the economy, in terms of domestic economic growth prospects in the next three months and one year ahead. Results indicate that optimism remained high with 67 percent of the sampled respondents expecting an improvement in the overall economic performance in the next three months. This was, however, a modest decline from the 70 percent in March 2025. Similarly, optimism about expected economic performance one year ahead remained high, increasing to 72 percent compared to 67 percent in March 2025 (Figure 8b). This increase in optimism was largely informed by the positive expectations about the performance of the agriculture sector and the expectation that government spending was likely to expand towards the election period.

# 3.6 Factors affecting agricultural production

Pests and diseases remain a major factor affecting agricultural production. In May 2025, the proportion of farmers who reported pests and diseases to be the topmost factor affecting their agricultural output decreased slightly to 91 percent from 95 percent in March 2025. High cost of inputs has been a key factor for output but the proportion of respondents who reported this to have had a significant impact on production decreased to 80 percent in May 2025 from 90 percent March 2025 (Figure 9). The inputs include seeds, fertilizer and pesticides/ herbicides. The government initiative to alleviate the input cost burden is, therefore, a step in the right direction.

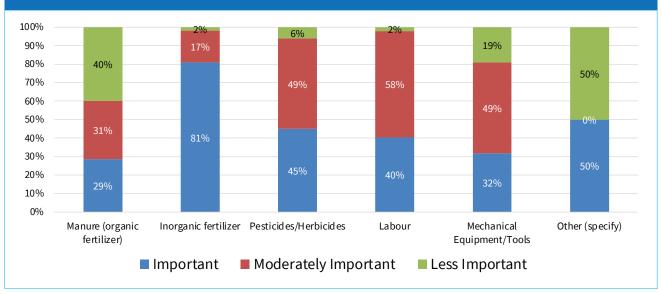
Just like in the previous surveys, farmers indicated that over time, prices of certified hybrid seeds have increased. This has compelled them to either reduce the quantity of certified high-quality seeds purchased, utilize their own seeds, or buy low quality seeds. Other factors affecting agricultural production include labour costs, transport costs, weather conditions, market demand, land preparation, land size, technology and to a smaller extent the US tariffs that were announced in April 2025. However, the full impact of the heightened tariffs is yet to be felt as tariff negotiations continue between the US administration and the respective countries.



# 3.7 Use of farm inputs in agricultural production

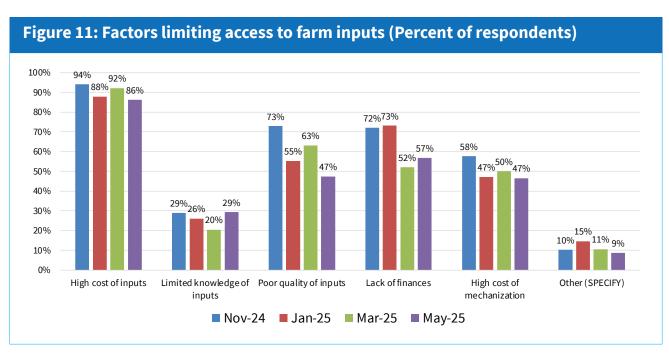
The survey results show, like previous findings, that the most important inputs are inorganic pesticides/herbicides and labor. fertilizer, Results show that nearly half of respondents rank inorganic fertilizer as "important", highlighting the critical role of fertilizer in driving agricultural productivity. This reflects the centrality of Government effort to boost productivity through subsidized fertilizer. Additionally, pesticides/ herbicides also stand out as important inputs suggesting that famers consider them as key enablers of increased yield. Mechanical equipment and labor were also identified as important inputs in crop production (Figure 10).

Figure 10: Significance of farm inputs in agricultural production in May 2025 survey (Percent of respondents)



## 3.7.1 Challenges associated with access to farm inputs

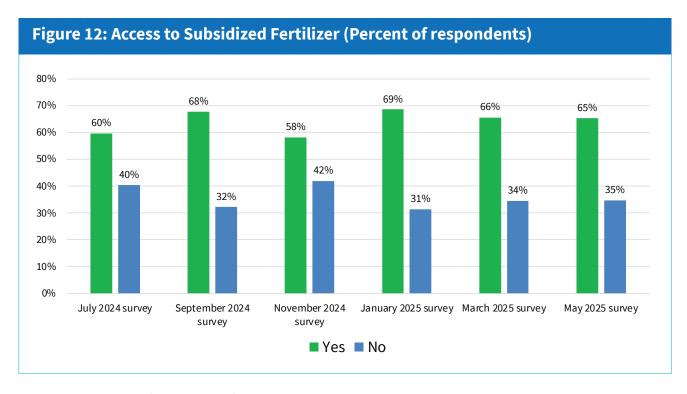
Trends of factors constraining access to inputs show that while affordability has been a binding constraint, financial constraints and input quality concerns are easing, likely reflecting evolving market conditions and policy interventions (Figure 11). High cost of inputs remains the dominant constraint, though the proportion of farmers citing it as a challenge modestly decreased to 86 percent in May 2025 from 94 percent in November 2024. Similarly, proportion of respondents citing concerns around access to finances as a barrier declined to 57 percent in May 2025 from 72 percent in November 2024, reflecting declining lending rates in line with easing monetary policy. Furthermore, fears regarding the quality of inputs declined significantly as only 47 percent of the sampled respondents reported that as a concern in May 2025, compared to 73 percent in November 2024. These results suggest that efforts by the Government to promote access to quality inputs are bearing fruits. Concerns about mechanization costs have also eased. Most farmers have sufficient information about inputs as less than 30 percent reported to have limited knowledge about inputs between November 2024 and May 2025.



#### Government subsidized **3.7.2** Access to fertilizer

The survey results show that access to Government-subsidized fertilizer has reached several famers with at least one out of every two sampled farmers having benefitted from the fertilizer. The proportion peaked in the January 2025 survey in which 69 percent of the sampled farmers reported to have benefitted, possibly reflecting increased access in readiness of the March-May long rain season. The uptake

remained high in March 2025 and May 2025 at 66 percent and 65 percent, respectively (Figure 12). The proportion of farmers reporting to have had no access was 35 percent in May 2025. Those who did not benefit gave various reasons ranging from not being interested at all as some preferred to purchase fertilizer of their choice, to logistical challenges whereby they received alerts to collect but could not travel due to the long distances involved.

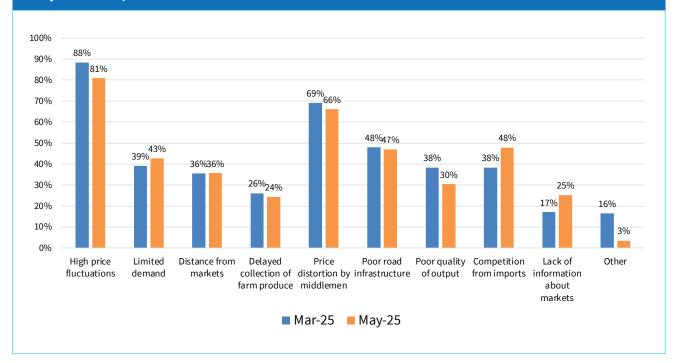


# 3.8 Factors affecting marketing/sale of farm produce

The main factors inhibiting marketing and sale of farm produce are price fluctuations and interference by middlemen/brokers. The percentage citing price fluctuations remained high, though, it declined to 81 percent in May 2025 from 88 percent in March 2025 (Figure 13). The proportion reporting price distortions

by middlemen as a problem moderated to 66 percent in May 2025 compared to 69 percent in March 2025. Demand constraints for farm produce seems to have increased slightly with 43 percent of sampled farmers citing it as a concern in the May 2025 survey compared to 39 percent in March 2025. Other key factors affecting marketing of farm produce include poor road infrastructure, distance to markets and competition from imports.

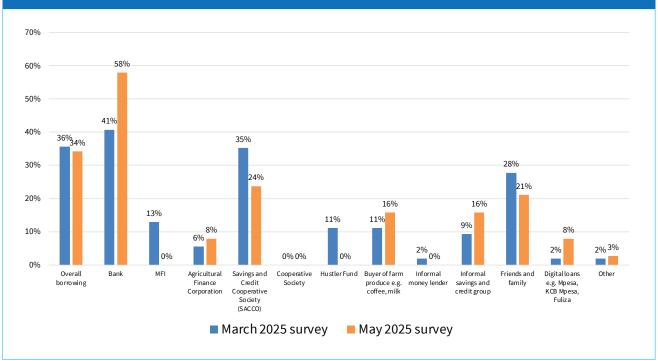
Figure 13: Factors affecting marketing/sale of farm produce (Percent of respondents)



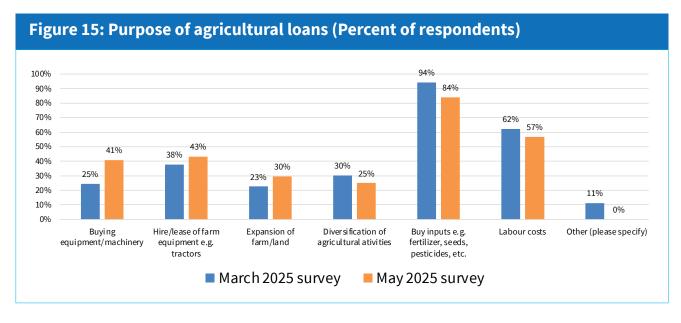
# 3.9 Access to credit facilities in agriculture

The main sources of credit to farmers are banks, Savings and Credit Cooperatives (SACCOs), family and friends, buyers of farm produce and digital credit providers. The proportion of sampled farmers reporting to have accessed credit for farming remained below 40 percent. It stood at 34 percent in May 2025 and 36 percent in March 2025 (Figure 14).

Figure 14: Proportion of respondents who borrowed to finance farming by lender (Percent of respondents)

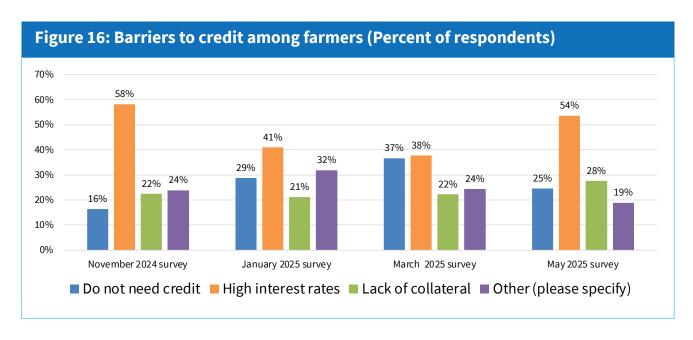


Consistent with previous findings, trends on application of credit to various activities by farmers remain largely unchanged. show that farmers typically utilize credit to purchase farm inputs, though the percentage reporting this declined to 84 percent in May 2025 from 94 percent in March (Figure 15). The proportion that reported using agricultural loans to meet labor costs declined to 57 percent from 62 percent in March. Use of credit to expand farm land and diversify production ranked low.



Results of the May 2025 survey indicates that, similar to findings of previous surveys, high interest rates remain the primary barrier to accessing credit for farmers. The proportion of farmers citing it increased to 54 percent from 38 percent in March 2025 but this was relatively low compared to 58 percent in November 2024 (Figure 16). The decline between May 2025 and November 2024 could be attributed to the declining lending rates in line with the easing of monetary policy over the same period. The

percentage citing lack of collateral as a contsraint to accessing credit remained stable at below 30 percent but above 20 percent for the period November 2024 - May 2025. The percentage of sampled farmers not requiring credit decreased to 25 percent in May 2025 from 37 percent in March 2025, with some farmers reporting that they would not want to expose their farms to the risk of auction given that farming is highly susciptible to rain failure.



#### VIEWS ON HOW TO IMPROVE THE AGRICULTURE SECTOR

The May 2025 survey sought views from the respondents on what should be done to improve agricultural production and ensure a continuos market supply of agricultural produce. The aim was to get first hand information from retailers and wholesalers of agricultural products as well as from farmers. The survey sought their views and suggestions on interventions required to increase production in the agricultural sector in order to ensure a steady market supply of agricultural commodities. The suggestions gathered in the May 2025 survey are very similar to those gathered in previous surveys:

- There is a need to increase the area under irrigation by constructing more dams, digging boreholes and water pans. This will reduce reliance on rainfed agriculture and ensure a steady supply of agricultural commodities. It will also reduce reliance on imports of agricultural commodities.
- The government should ensure that farmers have access to affordable inputs, high quality and timely delivery of inputs. The subsidized fertilizer programme should be continued as it has alleviated the farm input cost burden.

- It is important to stabilize prices of agricultural produce which tend to be highly volatile, falling drastically during harvests and increasing sharply during shortages occasioned by factors such as drought, floods or crop diseases.
- Promote mechanization of agriculture, for instance, subsidize tractor services during farm preparation phase, to increase yields. It is crucially important to increase competition for hired tractors to reduce farm tractor hiring charges.
- Provide extension services, especially agronomists to advise farmers on appropriate farming techniques.
- Improve feeder roads to enhance delivery of agricultural produce to markets. This is particularly important as some feeder roads tend to be impassable during rainy season.
- Increase facilities for maize drying and ensure they are closer to farmers, to reduce post-harvest losses.

#### 5. **CONCLUSION AND POLICY RECOMMENDATIONS**

This agriculture sector survey report summarizes findings from the survey conducted from May 12-16, 2025. The main objective of the survey was to obtain indicative information on recent trends and market expectations of prices and output of key agricultural commodities for the purpose of informing monetary policy.

As with previous surveys of the agriculture sector, the survey focused on prices of key agricultural commodities in select retail and wholesale markets, indicative agricultural output and acreage as well as output expectations, factors affecting agricultural production, marketing and sale of farm produce, access to farm inputs and credit facilities as well as proposals on how to improve agricultural production.

The survey drew 248 respondents from wholesale traders, retailers, and farmers in select towns across the country (Nairobi Metropolitan area, and neighbouring counties including Kiambu, Kajiado and Machakos, Naivasha area, Gilgil Nakuru, Narok, Bomet, Kericho Kisumu, Mombasa, Kisii, Eldoret, Kitale, Nyandarua, Nyahururu, Mwea, Machakos, Isibania, Meru, Nyeri, Isiolo, Oloitoktok, Namanga, Makueni, Molo, Kakamega and Bungoma.

The key findings from the May 2025 survey include the following:

There were mixed price outcomes in May 2025 compared to April 2025, largely reflecting seasonal factors.

- The percentage of respondents reporting weather conditions (drought, floods) as a key driver of retail prices declined in May 2025 relative to March 2025, largely reflecting seasonal factors.
- The uptake of subsidized fertilizer has remained relatively high with over 60 percent of sampled farmers having benefited.
- Most farmers expect an increase in both output and acreage.
- A higher proportion of respondents expect the performance of the agriculture sector to be much better both three months and one year head. The increased optimism was mainly driven by the long rains' positive outcome across most regions and expected continuation of government measures to promote productivity in the agricultural sector.
- Optimism about the expected performance of the economy one year ahead improved significantly, mainly driven by expected improvement in the performance of the agriculture sector.

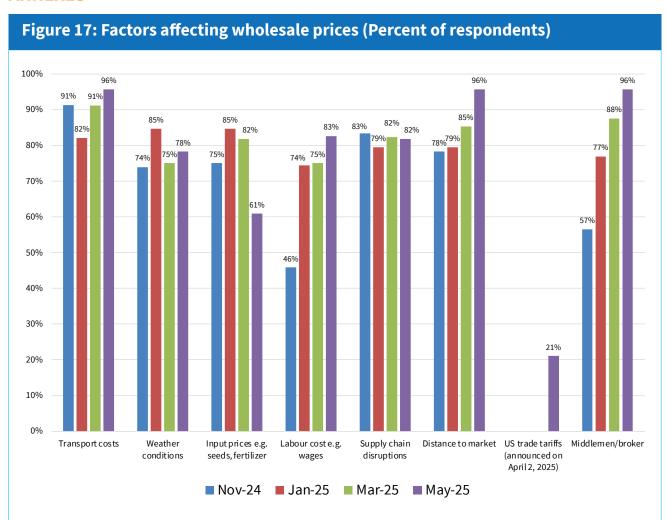
Regarding views on how agricultural production could be improved, the responses were similar to those of previous surveys. Suggestions included the need to preserve water through construction of dams and water pans; address the high cost of inputs and create a mechanism to stabilise prices of agricultural commodities, which are characterised by fluctuations from time to time.

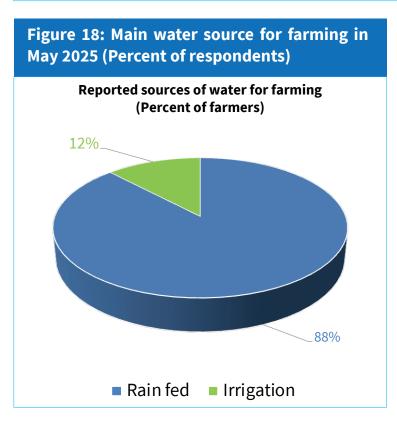
There are several measures the Kenya government can take to ensure that farmers are incentivised to increase production. Based on the findings of this survey, the key recommendations mirror those contained in previous reports of the Agriculture Sector Survey. They include the following:

Promote irrigation to reduce reliance on rain-fed agriculture which is risky due changing weather patterns heightened by climate change.

- Ensure farm inputs are affordable, of high quality and available on time. The government subsidized fertilizer program should be sustained as it has moderated input cost burden on an input that about 80 percent of the sampled farmers use. The findings of the May 2025 survey, like previous survey findings, showed that inorganic fertiliser was the most commonly used input with over 80 percent of sampled farmers having reported its usage.
- government should implementing measures to reduce the cost of pesticides/herbicides as this is the second most used input after inorganic fertiliser.
- Increase the number of fertilizer collection centres and have them closer to farmers to reduce the costs that farmers incur travelling to collect fertilizer.
- There is need to promote mechanization of agriculture by providing incentives such as subsidised tractors services especially during land preparation.
- Promote price stability of agricultural produce to reduce losses to farmers. For instance, government should consider allocating more funds to NCPB to purchase cereals such as maize during periods of excess supply.
- Bring essential services closer to farmers, for instance, maize drying services by more allocations to NCPB, to reduce post-harvest losses.
- Prioritize construction of feeder roads to ensure agricultural produce reaches the market easily. This will also reduce postharvest loses.
- Reduce the compliance cost especially for horticultural farmers who must meet stringent requirements for their produce to be exported.

#### **ANNEXES**







Haile Selassie Avenue P.O. Box 60000 - 00200 Nairobi |Tel: (+254) 20 - 286 0000 / 286 1000 / 286 3000