



EWASO NGIRO NORTH DEVELOPMENT AUTHORITY

**KENYA COMMERCIAL FORESTRY INVESTMENT CONFERENCE AND EXPO
KEFRI HQ MUGUGA, NAIROBI - KENYA**

THEME:

**WEALTH CREATION, BOOSTING MANUFACTURING, FOOD SECURITY, HEALTH AND
ATTAINMENT OF 10% TREE COVER IN KENYA**

ABDI SOMO

PRINCIPAL OPERATIONS

(PRODUCTION AND MARKETING)

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23rd, - 26th November 2021



GUMS AND RESINS FACTORY IN WAJIR READY FOR OPERATION

OVER VIEW

**“STATUS AND COMMERCIALIZATION OF GUMS AND
RESINS IN KENYA”**

ASAL'S Natural Resources and Forest Products Industry Division
A Smart Climate Environment , Natural Resources and Dry Land Forest Restoration
"Business Beyond Innovation"

VISION :

To be the Lead Agency in Kenya ASAL's (Arid and Semi-Arid Lands sustainable livelihood improvement , drought resilience, employment and wealth creation, natural resources management (NRM) and Regional GREEN GROWTH ECONOMY

MISSION

To mobilize ASAL counties, create awareness, capacity development, marketing and partner with Producers/Counties/National/International state and non-state actors.

CORE VALUE:

***INTEGRITY, PRODUCTS INNOVATIONS, SUSTAINABLE QUANTITY AND QUALITY SUPPLY,
MARKETING AND BIODIVERSITY CONSERVATION***

BUSINESS MODEL PLAN

***"SUSTAINABLE COMMERCIALIZATION OF NON-TIMBER FOREST PRODUCTS AND BIODIVERSITY
CONSERVATION IN ASAL's KENYA "***

CURRENT STATUS AND PROFESSIONALISM

INTERNATIONAL

Member of CIFOR (Center International for Research)

Member of International gum Arabic forum – Sudan (Khartoum)

Member Philips Hydrocolloids Research Centre – UK

Member of ICRISAT (International Centre Research in Sub – African Tropics)

REGIONAL

Member advisory committee of NGARA (Network for Natural gums and resins in Africa) – 15 countries.

Member of IGAD NWFPs (Non-wood Forest Products)

Partnership member South Sudan Gum Arabic Association in Greater Kapoeta.

Partnership member Uganda Gum Arabic Cooperative Society Ltd.

Relation focal point with Eritrea/Ethiopia/Somalia

NATIONAL

Partnership through Chairman ASALs COG (Council Of Governors)

Partnership through Devolution and ASALs Development

Member National GARA – Gums and Resins Association of Kenya.

ASALs Counties Liaison community-science-economy in Gums and Resins sub-sector.

KEFRI – Kenya Forest Research Institute – National Centre Research Advisory Committee member

KEFRI partnership in research and development section – KARURA

Member of Kenya Forest Services (KFS) advisory committee- Dry land

Member of Kenya Forest Society (KFS)

Member of Kenya Aloe Working Group (KAWG)

NACOFA – National Community Forest Association.

Member of Laikipia Wild Life Forum

KNCCI – Kenya National Chamber of Commerce and Industry - Director (Isiolo Chapter)

Member of Ken Investments Authority (KIA)

COUNTY

Member Ewaso Nyiro North Forest Conservation Committee – KFS - Kenya Forest Services (Isiolo, Samburu, Marsabit and Moyale)

Member of Isiolo county Tourism and Trade sector working group

Member of Isiolo county climate change committee

ASAL'S NON-TIMBER FOREST PRODUCTS INDUSTRY

THE PLANTS, (THE GENESIS OF THE ECO-SYSTEM) INDIGENOUS VEGETATIONS IN ASAL

LIVESTOCK AND PASTORALISM

WATER RESOURCES CATCHMENTS

WILDLIFE AND TOURISM

BEE-KEEPING AND HONEY PRODUCTION

HERBAL MEDICINE

WILD FRUITS

FUEL WOOD AND CHARCOAL

GUMS AND RESINS

ALOES

SISAL INDUSTRY

BASKETRY

ROPES AND CIONDOS

POSTS AND ROOFINGS (THATCHING)

HOMES FOR WILD ANIMALS AND BIRDS

DYES

ARTE FACTS (HAND CRAFTS)

KENYA ASAL'S FOREST SPECIES WITH ECONOMIC VALUE,.

Acacia Senegal, Acacia Seyal, Tamarindus Indica, Balanites Aegyptica (desert date), Grewia Tenax, Grewia Villosa, Grewia Bicollor, Cordia Sinensis, adansonia digitata (Ukwaju), Lawsonia inermis, Moringa, Amarula, Sisal, Ficus Sycamoras, Hyphaena Corriecea, Zizyphus Mariutiana, Boswellia Negletta, Commiphora Myrrh, Commiphora Holtiziana, Ocimum Americanum, Acacia Tortilis, Commiphora Confusa, Mellia Volkensi, (Indeginous Aloe species Secundiflora, Powys and Turkennensis) and many other indigenous medicinal tree shrubs and roots. - (el at Abdi Somo)

“GREEN GROWTH ECONOMY”

GUMS AND RESINS

TREE SPECIES

PRODUCTS

ACACIA SENEGAL

GUM ARABIC

ACACIA SEYAL

GUM TALHA

BOSWELLIA NEGLETTA

OLIBANUM (BN)

COMMIPHORA MYRRH

MYRRH

COMMIPHORA HOLTIZIANA

OPPOPONAX (HZ)

COMMIPHORA CONFUSA

OLIBANUM (CC)

ALOE TURKENENSIS

BITTER GUM

ALOE SECUNDYFLORA

BITTER GUM

GUMS AND RESINS



GUM ARABICA

“A Golden sap with natural vegetable, organic, non-modified source of natural soluble fiber and GMO free, and Internationally recognized as E-414 in Food Industry”



Oppopanax HZ



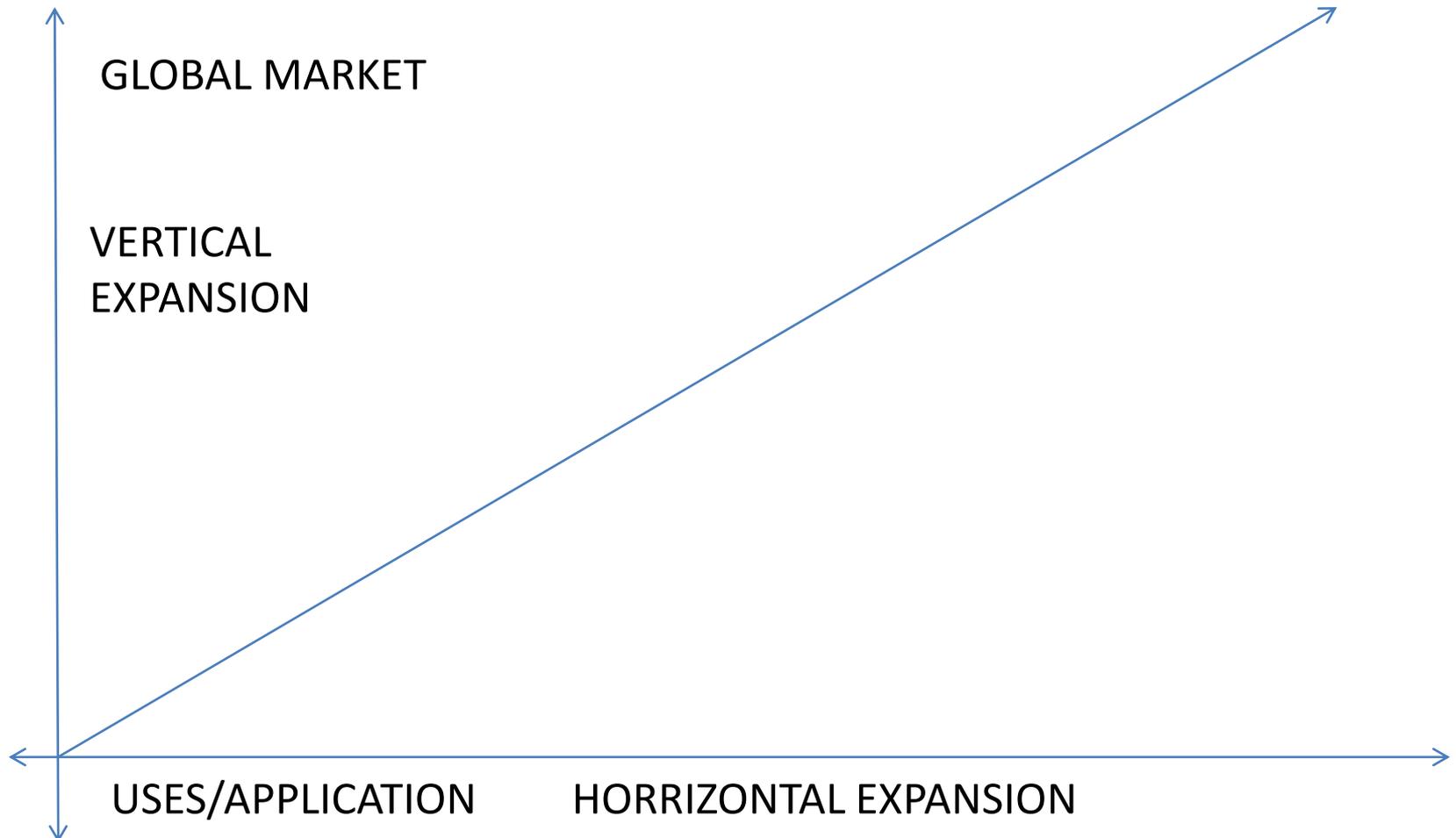
Myrrh



Olibanum

WORLD DEMAND STRUCTURE AND OPPORTUNITY

VERTICAL AND HORIZONTAL EXPANSION



**GLOBAL DEMAND (RAW GUM ARABIC AND RESINS
DATA -2019**

[www. global](http://www.global) trade in gum arabic

www.unctad on gum arabic

www.gum arabic (E-414 market 2019 with top countries

www.gum arabic and resins market news servies

www.gum arabic and resins importers

www.exporting frankincense to Europe

www.myrrhessentialoilexporters

INDUSTRY AND APPLICATION

GUM ARABIC

FOOD, BEVERAGES AND CONFECTIONERIES

- **As emulsifying, stabilizing and clouding agent in soft drinks**
- **Stabilizing foam in beer and soft drinks**
- **Prevent crystallization of sugar in ice creams**
- **Glazing agent in cakes, candies and dairy products**
- **Glazing agent and thickener in various chewing gums (contributes a softer chew), cough drops and lozenges**
- **Concentrated source of soluble dietary fibre – used in diet and meal replacer drinks because of their low viscosity, bland flavor and high fibre content**

PHARMACEUTICAL

- **Suspending and emulsifying agent (syrops, shampoos)**
- **coating/binding agent in tablets**

ADHESIVE INDUSTRY

- **Office glue, Furniture glue**

PAINT INDUSTRY

- **As emulsifying agent and to increase viscosity**

PRINTING INDUSTRY

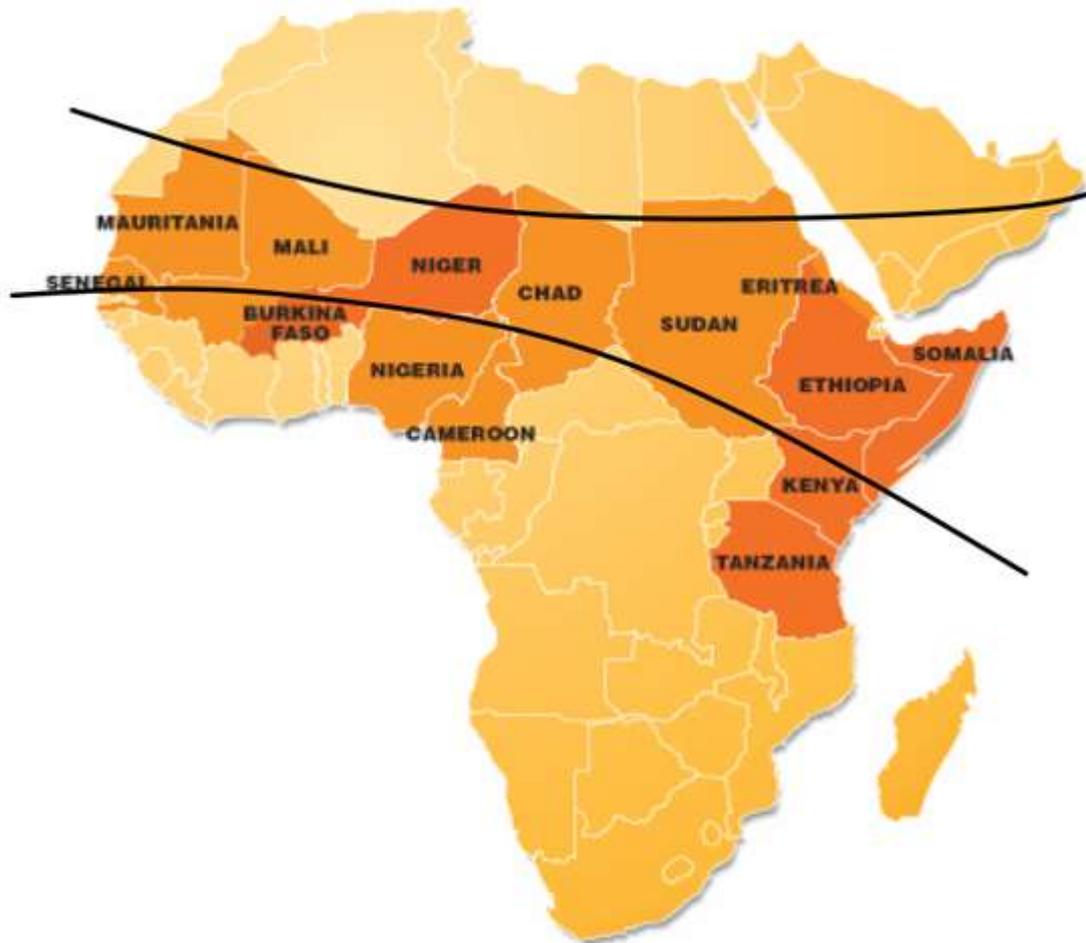
- **Prevent oxidation of plates**

INK

PERFUMERY

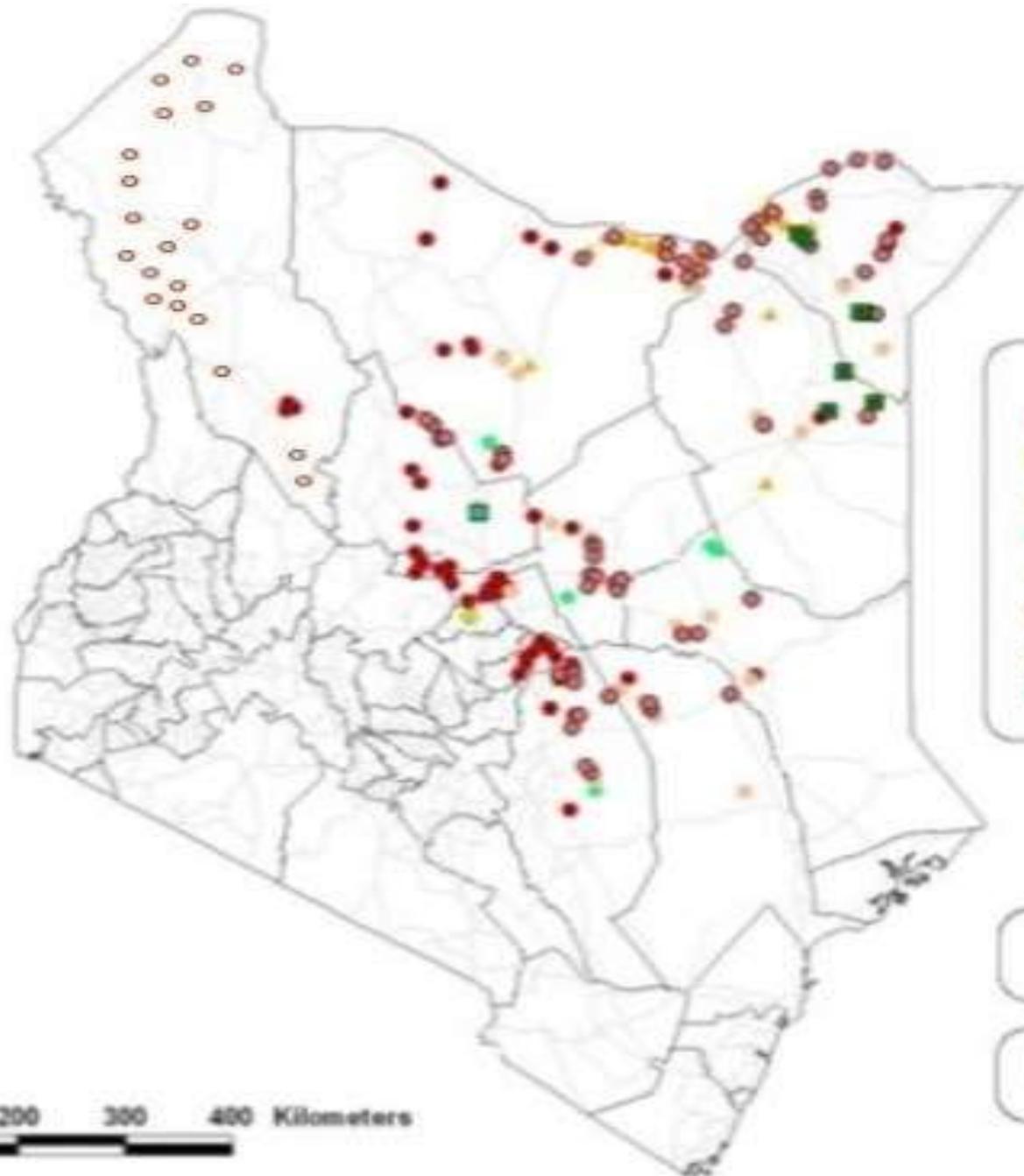


WORLD SUPPLIERS OF GUM ARABIC AND RESINS



***FEASIBILITY STUDY ON GUMS AND
RESINS COMMERCIALIZATION IN
KENYA***

***MAP SHOWING GPS READING AND
COMMERCIAL ACTIVITIES IN ASAL
COUNTIES***



100 200 300 400 Kilometers

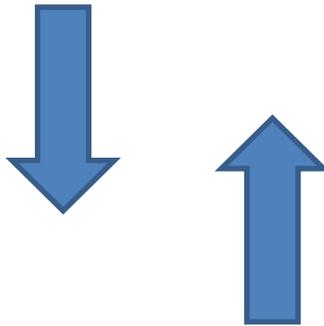
SUPPLY IN KENYA

ASALS COUNTIES PRODUCING GUMS AND RESINS

***KWALE
TAITA TAVETA
KITUI
TANA RIVER
GARRISSA
WAJIR
MANDERA
MARSABIT
ISIOLO
MERU (NORTH)
THARAKA NITHI
LAIKIPIA
SAMBURU
BARINGO
WEST POKOT
TURKANA
NAROK
KAJIADO***

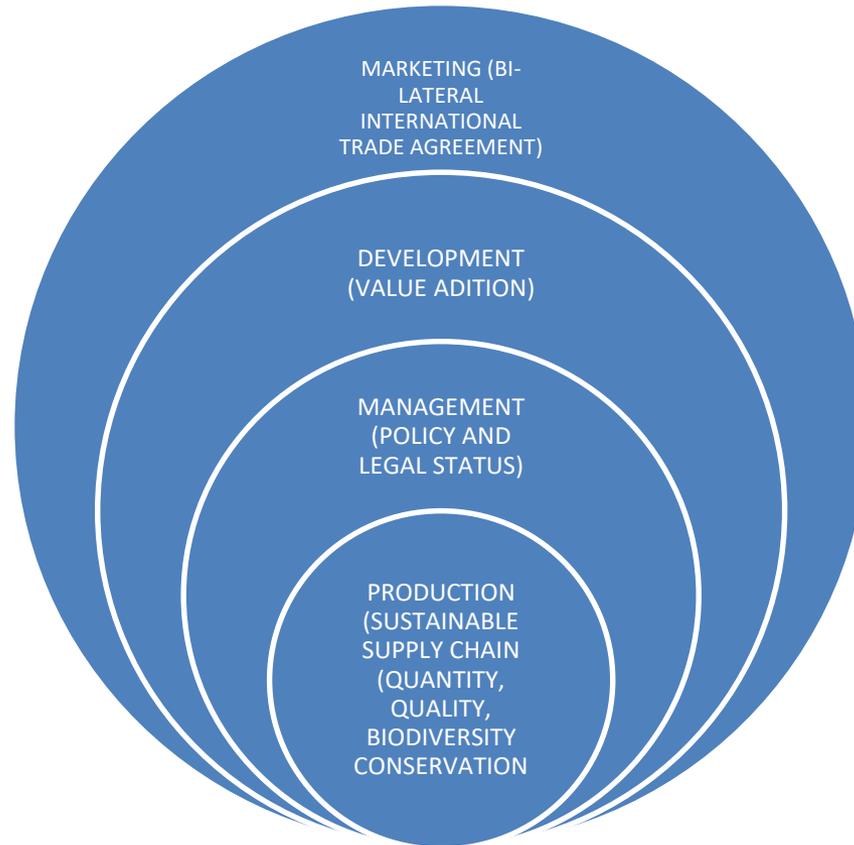
GUMS AND RESINS VALUE CHAIN

MARKET

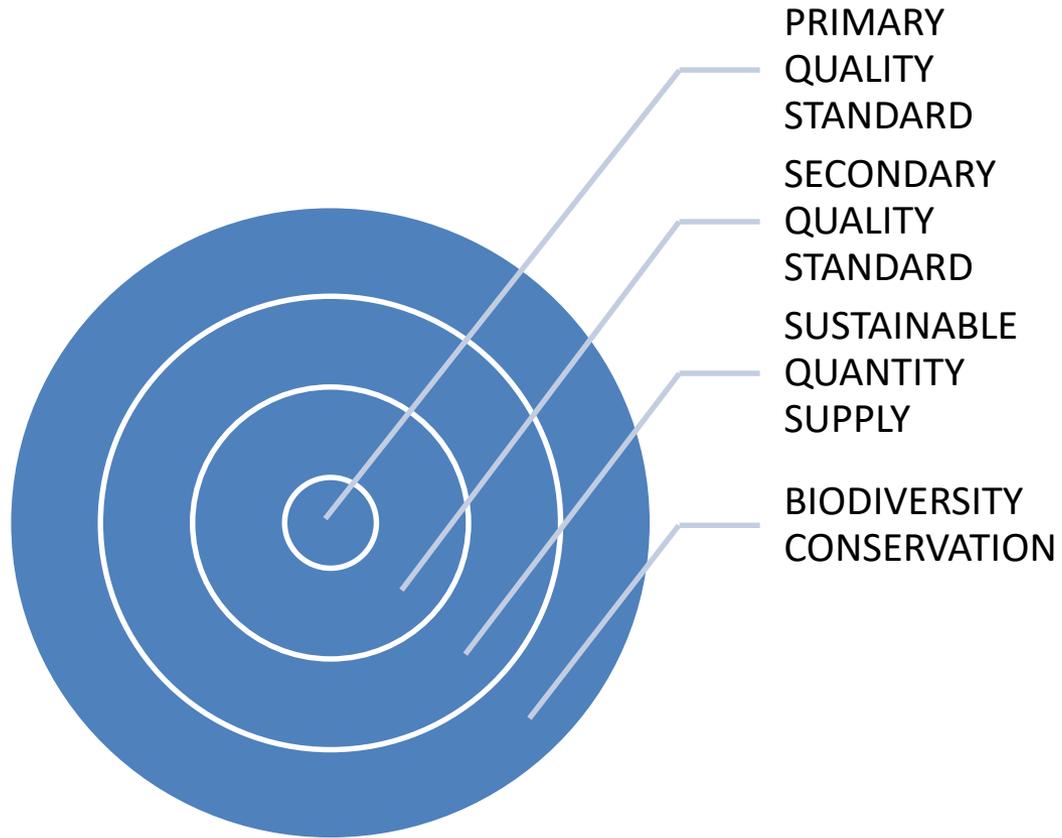


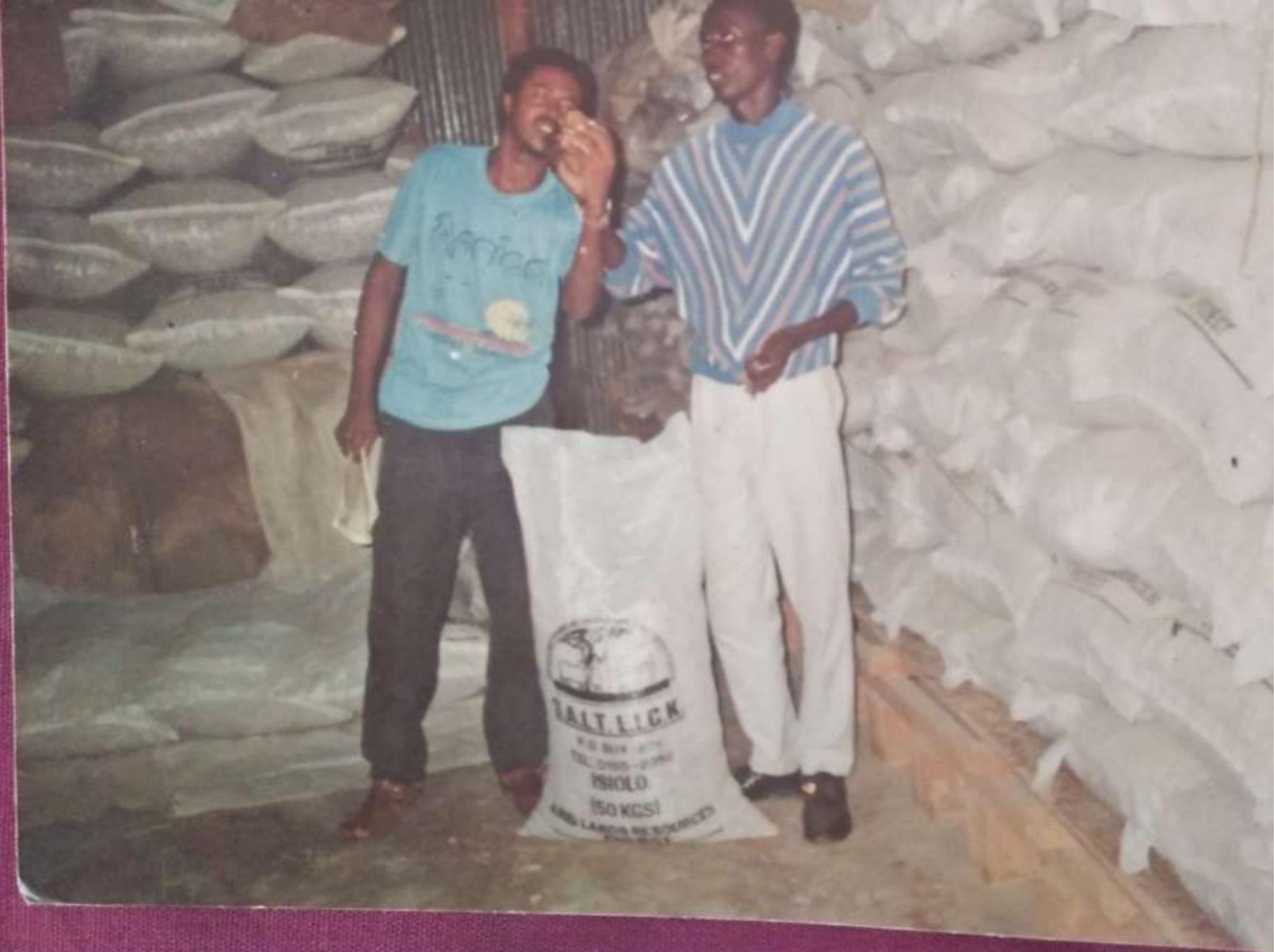
SUPPLY

VALUE - CHAIN



PRODUCTION







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VID_20161118_082244.3gp



VID_20161128_080507.3gp



VID_20161009_153756.3gp

SORTING AND GRADING

RELEVANT POLICIES AND REGULATIONS

**The Association and Co-operative of Kenya ASALs Non-Wood
Forest Products.**

Policy, legislative and institutional reforms

The reforms relate to poverty reduction, natural resource management, desertification control and environmental protection.

The key milestones in the past include:

- Preparation and implementation of Environment Management and Coordination Act (1999),
- Poverty Reduction Strategy Paper (2001-2004), the Rural Development Strategy 2002-2017,
- National Development Plan (2002-2008),
- Economic Recovery Strategy for Wealth and Employment Creation (2004),
- The Strategy of Revitalization of Agriculture (SRA) (2003-2008),
- The Forest Management and Conservation Act (2016),
- Vision 2030, National Climate Change Response Strategy (2010) ,
- The Constitution of Kenya (2010),
- National Land Policy(2011), Land ACT (2012),
- The Land Registration ACT, 2012. National Land Commission Act (2012),
- Draft National Policy for the Sustainable Development of Northern Kenya and other Arid Lands (2012),
- Vision 2030 Strategy for Northern Kenya & other Arid Lands (2012),
- Ending Drought Emergencies in Kenya: Country Programme Paper (2014),

Policy, legislative and institutional reforms

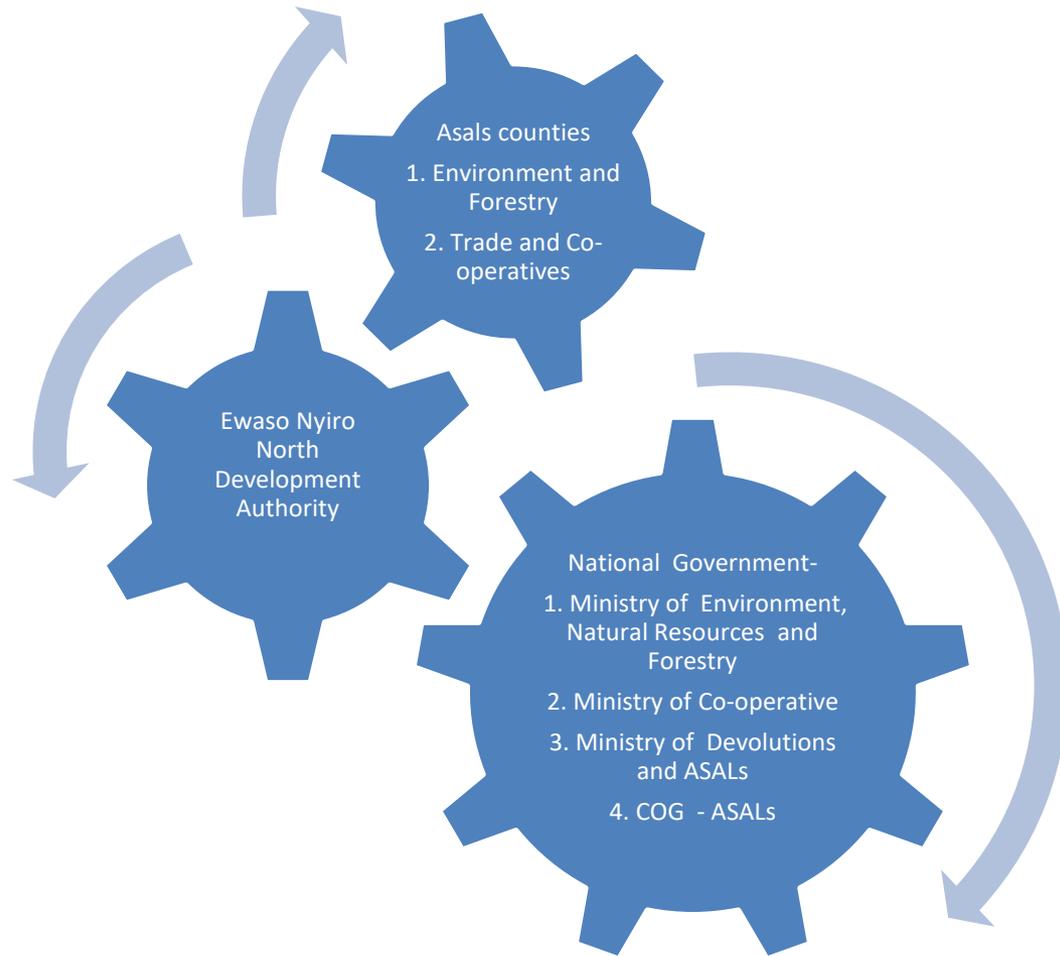
- Climate Change Act (2016),
- Community Land Act 2016,
- Water Act (2016),
- The Natural Resources (Classes of Transactions Subject to Ratification) Act,2016,
- Natural Resources Management Policy
- The Natural Resources (Benefit Sharing) Bill (2018),
- National Climate Change Policy Framework (2017),
- Nationally Determined Contributions (NDCs),
- Youth and Agribusiness Strategy (2018-2022)
- The draft Gums and Resins Regulations .
- A policy document providing a policy and institutional environment for increasing agricultural productivity.

Forest Management and Conservation Act 2016

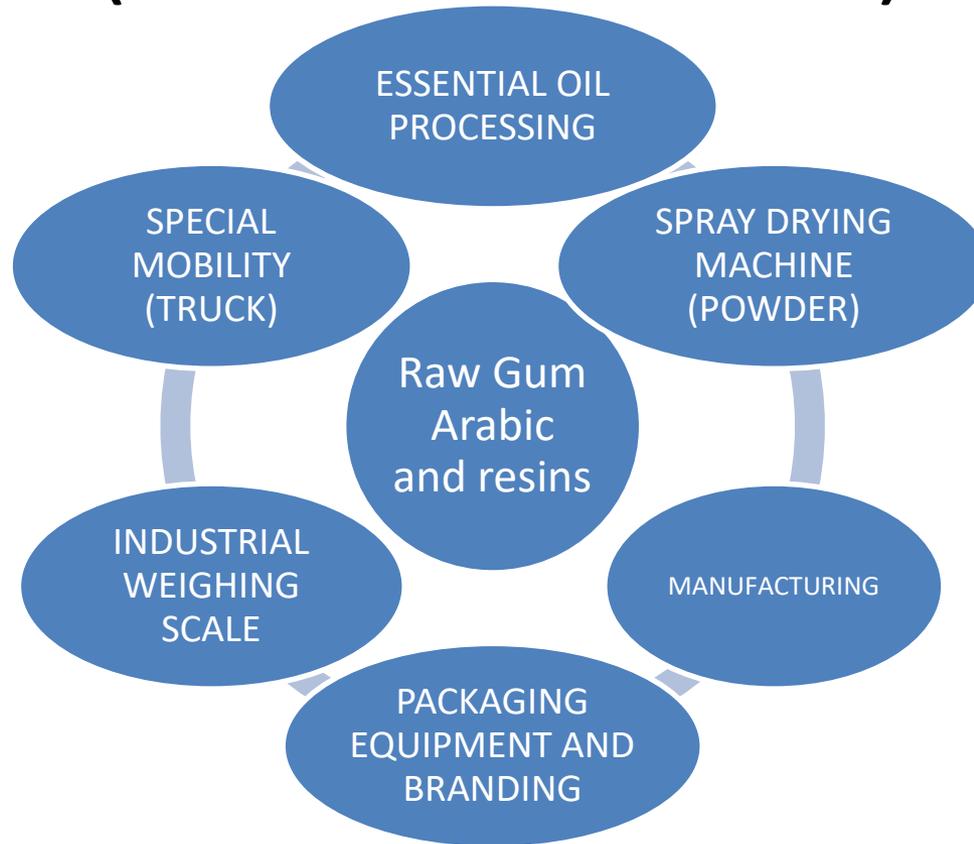
- Opportunities for rehabilitation of the ASALs where the gums and resins resources are found
- Promotion of mechanisms for building partnerships amongst key actors in the sub-sector
- Development and management of plantations for gum Arabic production.
- Protection of the gum producing trees.
- Establishment of and registration of Non- Timber Community Forest Associations
- Various incentives for increasing forest cover including: benefit sharing, Tax and fiscal incentives.
- Devolved forest function under county governments

ASALs Non-Timber Forest Products Association and Co-operative.

- THE FOREST CONSERVATION AND MANAGEMENT ACT (No. 34 of 2016)
- IN EXERCISE of the powers conferred under section 71(2)(h) of the Forest Conservation and Management Act, 2016 the Cabinet Secretary for Environment, Forestry and Natural Resources makes the following Rules-
- The Association of Non-Timber forest products Association) RULES, 2018 Draft
- Involvement of other stakeholders



DEVELOPMENT (VALUE ADDITION)



MARKETING

- Available (IPO) International Purchase Orders in raw products.
- Available international website contacts for essential oils for marketing
- Engaging with USAID Trade Hub East Africa through prosper Africa initiative.
- Manufacture the essential oils to the end products

BIODIVERSITY CONSERVATION

- Establishment of a demonstration plot within the factory plot for gums and resins seedlings
- Training of primary, secondary, universities, government institutions in ASAL's on non-timber forest species propagations
- Engage in commercial forestry in ASALs
- Protection and conservation of gums and resins natural stand, impacting through economic tree species value for money.
- Engage the basin counties, national and non state actors on gums and resins tree species conservation for increased production supply chain.

OUT COME OF THE WAJIR FACTORY

- Ennda has the biggest processing plants in Kenya so far for not only processing gums and resins natural extracts but for leaves, tubers', roots, shrubs for medicinal herbs for packaging and other scented plants for research and development.
- Ennda has the biggest processing plants for residue processing for resinoids.
- The advantage of the factory is at the farm gate or production areas unlike other small cottage industries far from the fresh crops produces more yield.
- The more the essential oil are processed immediately after harvesting the better the yield.
- The more the essential oils are packaged from the raw products immediately the more the shelf line for marketing.
- The factory will purchase hire price than any other unprofessional traders hence increase the price at the farm gate and increase participation of more people for gums and resins harvesting and increase production.
- Like other six Authority with established industry the lake basin, ENSDA, KVDA the ENNDA will also run the factory and empower the region economically.

RECOMMENDATIONS

- Prepare small batches of gum resins in readiness for the exact yield production of 100 kgs targeting 5 liters.
- Essential oil samples packaged and certified nationally and internationally for marketing
- The ENNDA gums and resins factory and the products website to be in place.
- ENNDA banners aim and objectives for gums and resins and other stationeries for marketing purpose to be prepared
- Internet communications
- Contact national, regional and international marketers immediately
- Gums and resins policy in place to safe guard producers, processors and manufacturers
- Partnership with investors for gums and resins sustainable essential oil supply and marketing