Company: Kwale Coconuts Processors Limited

Business Profile

Kwale Coconuts Processors Limited (KCPL) is a private enterprise that is involved in the processing of Virgin Coconut Oil (VCO) through dried copra. The company’s focus is on the production of organic and fair-trade certified products. However, due to the rigorous requirements of organic certification and the need for the company to develop loyalty through its supply chain, the company presently produces two lines of virgin oil – Fair Trade Virgin Organic Coconut Oil as well as conventional oil. KCPL strives to continuously develop and maintain a highly productive base of certified organic coconut farmers and a professional production facility. This provides its clients in the United States and Europe with access to a reliable supply of certified Fair Trade Organic VCO.

Through its collaboration with MEDA as part of the M-SAWA project, KCPL aims to increase its overall number of suppliers (smallholder farmers) from 1,500 to 3,000 as well as enhance its output from current 30 metric tons (MT) to 60 MT per month within three years. This will be accomplished through farmer mobilization and sensitization on organic and fair-trade requirements for international certification and compliance. In the production unit, KCPL will provide employment to at least 120 youths for de-husking and harvesting of nuts and additional 50 women for nut scooping.

Key Commitments

Business: 1) Increase the number of organic and fair-trade farmers from 1,500 to 3,000; 2) Enhance output from 30 to 60 MT per year; 3) Produce VCO acceptable by international standards for broader use rather than limited to cosmetics.

Gender: 1) Develop a consolidated gender policy; 2) Incorporate gender issues into the farmers’ training contents; 3) Nominate an extra member of staff (preferably male) to be a gender champion (in addition to current female gender champion).

Environment: 1) Improved crop management through soil and nutrient/pest and disease management; 2) Improved waste management through utilization of coconut water and the husks/shells.

Highlights of Progress to Date (As of September 30th, 2017)*

1. Business – 450 farmers (F77, M373) trained on agronomy, internal inspection on ECOCERT (an organic certification organization) and fair-trade certification for 795 farmers (F130, M665) conducted, 8 staff (F2, M6) trained on Hazard Analysis Critical Control Point (HACCP) and International Standards Organization (ISO) certification.

2. Gender – KCPLs’ gender policy has been consolidated and the second male gender champion appointed.

3. Environment – 450 farmers (F77, M373) trained on waste management including water conservation and mulching.

* NOTE: Figures are based on information provided by the Lead Firm as of September 30th, 2017, but not yet fully validated. Final verification will be completed shortly.