KIAMBU COUNTY BUSINESS AGENDA

An Advocacy Tool for Kiambu County Business Coalition

Actualizing the Horizons for Kiambu County

The Industrial Hub of Kenya
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Map Showing Kiambu County
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It is my pleasure to present to you the first edition of the Kiambu County Business Agenda.

This guide is a product of multiple interactions between the business community operating in Kiambu County under the auspices of the Kiambu County Business Coalition and the Kiambu County Government under the leadership of the duly elected Governor H.E. Kabogo.

The Kiambu County Guide is meant to act as a business advocacy tool for all Business Membership Organizations in Kiambu County. The guide will also be useful to the Kiambu County Government in identifying key initiatives and areas of improvement geared towards making Kiambu County actualize its potential to be the industrialization hub of Kenya and towards the realization of Kenya’s national development plan, Vision 2030.

The guide adopts a sectoral approach in its identification of issues of interest to the business community. However, recommendations proponed in the guide cut across different thematic areas, while retaining a sectoral focus. The guide acknowledges that social issues are central to business, and as such, it dedicates several sections to cover and propone solutions to major social issues, especially insecurity that is a real threat to the economic prosperity of Kiambu County.

This guide is divided into three parts. Part I lays a background of the County Round Tables in Kenya, and expounds on the expectations from the Kiambu Governor’s Round Table. Part II contains facts about Kiambu County and explores the issues that face various sectors in the County. Part III makes recommendations of the way forward on the identified issues, and highlights key issues that the county government can address immediately towards making a model county in Kenya. The guide concludes by emphasizing the importance of Public Private Dialogue and consistent collaborations between the county leadership and the business community in Kiambu County towards achievement of Kenya Vision 2030.

As the Chairman of Kiambu Business Coalition, I share the Kiambu County Government’s dream of transforming Kiambu County into the industrialization hub of Kenya, in addition to continuing to serve as the residential base of the expansive human resource and capital the Nairobi City, the capital of Kenya.

Mr. Rajan Shah, Chairman, Kiambu County Business Coalition
Remarks by the Governor

My government is happy to be associated with the development Kiambu County Business Coalition, as our collaboration is anchored in the Constitution of Kenya whose spirit of devolution envisions public participation in governance, with services being brought closer to the people. As such, the concept of a Public Private Dialogue (PPD) with the business community will be very critical to my government in the next five years as we are committed to working closely with the business community inclusivity, accessibility, responsiveness and accountability in governance and decision making especially on matters that affect the business climate of Kiambu County.

It is the vision of my government to ensure that Kiambu County becomes the industrialization hub for Kenya towards its achievement of Vision 2030. My government is committed to ensuring that Kiambu County will be the preferred place to grow, learn and live Kenya. As a government, we are also committed to ensuring that Kiambu County has a favorable environment for doing business. To achieve these, the county government has identified five key pillars that are education, health, urban planning, security and employment creation, which will help it achieve and realize the vision for Kiambu County.

As a government, we are committed to promote quality education in the county to complement the efforts of the national government in providing education at all levels. On health, my government recognizes the critical importance of a healthy population in the economic growth of the county. We are aware of challenges facing the health sector in Kiambu County including lack of ICU facilities in major county hospitals and lack disaster management programs. Health will thus remain our priority in the next five years.

My government has identified urban planning of Kiambu County as both a short term and long term agenda. We will therefore undertake zoning to ensure economical allocation of the available land resources to all sectors without preference, while at the same time addressing the rampant uneconomical subdivision of land. However, as a government, we acknowledge that zoning of business areas and curbing of unnecessary subdivision will only bear fruits in a safe and secure environment, where businessmen and citizens alike go about their daily activities without fear. Finally, my government acknowledges the fact that unemployment is the root cause of most of evils in the county including insecurity. The county government will therefore strive to make policies geared towards ensuring that businesses in the Kiambu County become the engine for growth, creating jobs and new opportunities for our youth, and realize
the need for collaboration with the private sector. Further, my government will set aside funds for the youth and women in the county for capacity building, mentorship and entrepreneurship programs.

The development of the Kiambu County Business Coalition is therefore most timely, as we look at you as partners in development. My government seeks to facilitate the growth of agribusiness and value addition and to utilize information technology to unlock industrial potential of Kiambu County. We however realize that an industrialization agenda is driven by quality education which impacts the work force with relevant skills coupled with utilization of modern technologies. We recognize the role of the private sector as our key partner towards the development of relevant skills for graduates from both TVET and other institutions of higher learning, including universities within the county, to facilitate the growth of Kiambu County as an industrial hub, diverting focus from traditional agricultural products.

My government is also cognizant of the increased cost of doing business emanating from high cost of energy. It is the goal of my government to work with private sector players in utilizing the available water and bio-fuel resources in the county to generate power.

To achieve regular consultations and inclusion of key stakeholders, my government, through the specific county executives will coordinate with the private sector to get their views and active participation in the development of policies and legislation towards creation of a favorable business climate in Kiambu County towards industrialization and economic prosperity under the five pillars. With the private sector grouped around broad thematic areas, that is, a) Agriculture & agri-business sector; b) Infrastructure & land sector; c) Service delivery in Kiambu; and, d) Investment opportunities & incentives for promotion of trade, industry & tourism; my government will seek constant dialogue and collaborations in policy development and implementation of our mandate.

To ensure constant and seamless dialogue between business stakeholders and my government, I strongly urge the business community in Kiambu County to continuously document their views to ensure easier follow up and collaboration with my government. Specifically, during my tenure, I will ensure that my government facilitates Quarterly Round Table Initiatives for all private sector stakeholders in Kiambu to evaluate progress on issues identified through direct meetings with stakeholders or memorandums presented on specific advocacy issues by the Kiambu County Business Coalition. In recognition of the important role of PPD, my government has established a communication department to ensure regular and sustained engagement with the private sector.

To achieve the vision I have for Kiambu County, my government realizes that it requires partnership and the good will of all stakeholders. I therefore urge the private sector to work together with the county leadership to create employment so as to reduce crime
and substance abuse that is prevalent among the youth. Further, I urge the private sector to work with my government in establishing educational institutions at all levels. Finally, my government recognizes the need to develop a checklist of issues that it intends to address in the next five years.

However, we realize that some issues are critical and require our immediate attention. As such, the county government pledges to move with haste to address security issues in the County by instituting a County Police Unit and regular police patrols by well equipped policemen; and, install an Enterprise Resource Planning (ERP) to facilitate efficiency, transparency and controls in the operations of the county including licensing and payment of fees and charges to the county government. My government realizes the importance of reduction of the cost of doing business through consolidation of levies and removal of multiple licences, and we will work to amalgamate these in the next three months. Finally, the role of urban planning and infrastructural development towards growing Kiambu into an industrial hub for Kenya cannot be gainsaid, and as a government, we promise to devise an immediate action county plan to address planning and infrastructure in the county.

H.E. William Kabogo, Governor Kiambu County
Acknowledgements

The Kiambu County Business Agenda was prepared from views and presentations of the business community from Kiambu County.

Valuable input and reviews were provided by the Office of the Governor of Kiambu County.

The Business Agenda was compiled through concerted efforts of a dedicated team of my colleagues at the Kenya Association of Manufacturers including Kennedy Mohochi, Tobias Alando, Frida Mbugua, Anne Ndung’u, Kenneth Ndungu and Gladwell Kamau under the guidance of Serah Kimani, a consultant.

The Kiambu County Business Agenda benefited immensely from review by members of the business community in Kiambu County including KNCC&I, KENAFF, Banana Growers Association, Fish Farmers Association, Matatu Vehicle Owners Association among others.

I am grateful to BAF for both the financial and technical support accorded to this project. The preparation of this Business Agenda would not have been possible without BAF’s support. I especially thank Mr. Clive Davis, the BAF Fund Manager for his dedication to the project and for his valued insights.

Ms. Betty Maina
Chief Executive Officer
Kenya Association of Manufacturers
## Abbreviations

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<tr>
<th>Abbreviation</th>
<th>Full Form</th>
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<tbody>
<tr>
<td>AFDB</td>
<td>African Development Bank</td>
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<td>ASK</td>
<td>Show of Kenya</td>
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<td>BAF</td>
<td>Business Advocacy Fund</td>
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<td>BMOs</td>
<td>Business Member Organizations</td>
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<td>Business Processes Outsourcing</td>
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<td>CCTV</td>
<td>Closed Circuit Television</td>
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<td>CRA</td>
<td>Commission of Revenue Allocation</td>
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<td>DRC</td>
<td>Democratic Republic of Congo</td>
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<td>EAC</td>
<td>East African Community</td>
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<td>ERP</td>
<td>Enterprise Resource Planning</td>
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<td>ESMAP</td>
<td>Energy Sector Management Assistance Program</td>
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<td>FBO</td>
<td>Faith Based Organization</td>
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<td>FDI</td>
<td>Foreign Direct Investment</td>
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<td>FKE</td>
<td>Federation of Kenya Employers</td>
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<td>FPE</td>
<td>Free Primary Education</td>
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<td>FSE</td>
<td>Free Secondary Education</td>
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<td>GDP</td>
<td>Gross Domestic Produce</td>
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<td>ICTs</td>
<td>Information Communication Technologies</td>
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<td>ICU</td>
<td>Intensive Care Unit</td>
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<td>JICA</td>
<td>Japan International Cooperation Agency</td>
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<td>KAM</td>
<td>Kenya Association of Manufacturers</td>
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<tr>
<td>KARI</td>
<td>Kenya Agricultural Research Institute</td>
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<td>KENFAP</td>
<td>Kenya National Federation of Agricultural Producers</td>
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<td>KEPSA</td>
<td>Kenya Private Sector Association</td>
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<td>KNBS</td>
<td>Kenya National Bureau of Statistics</td>
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<td>KNCC&amp;I</td>
<td>Kenya National Chamber of Commerce</td>
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<td>KSH</td>
<td>Kenya Shilling</td>
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<td>KTB</td>
<td>Kenya Tourism Board</td>
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<td>MICE</td>
<td>Meetings, Incentives, Conferences and Exhibitions</td>
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<td>MSMEs</td>
<td>Micro, Small and Medium Enterprises</td>
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<td>MT</td>
<td>Metric Tonne</td>
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<td>MTP</td>
<td>Medium Term Plan</td>
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<td>NASEP</td>
<td>National Agricultural Sector Extension Program</td>
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<td>NCPB</td>
<td>National Cereals and Produce Board</td>
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<td>NEMA</td>
<td>National Environment Management Authority</td>
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<td>NGO</td>
<td>Non Governmental Organization</td>
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<td>PPD</td>
<td>Public Private Dialogue</td>
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<td>PPP</td>
<td>Public Private Partnership</td>
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<td>R&amp;D</td>
<td>Research and Development</td>
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<td>SMEs</td>
<td>Small and Medium Enterprises</td>
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<td>TVET</td>
<td>Technical and Vocational Education Training Institutions</td>
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<td>USA</td>
<td>United States of America</td>
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<td>WRMA</td>
<td>Water Resources Management Authority</td>
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PART I

Introduction

Background of County Round Tables in Kenya

With the concept of devolution firmly enshrined in The Constitution of Kenya, 2010, the private sector reckons the urgent need for reorganizing its advocacy approach to ensure that devolution works for businesses, without interrupting them or taking away from gains already reaped from previous business advocacy.

Armed with this realization, and appreciating the importance of solidarity in advocacy, Business Membership Organizations (BMOs) jointly\(^1\) organized a national consultative forum dubbed Ensuring devolution delivers for business: Building Coalitions In Pursuit of Business Interest on 18\(^{th}\) April 2013. This national forum resolved that “devolution must not interrupt business; it must deliver for business and the country at large.”

To ensure that devolution delivers for businesses, the national consultative meeting for Business Membership Organizations further resolved to adopt a new advocacy strategy for lobbying county governments. The BMOs agreed to formulate clear, structured and workable ways and channels of engaging county governments to ensure coherence and consistency in their advocacy. In line with this, BMOs in each county would create coalitions to pursue advocacy in county governments through well organized forums, preferably, county roundtables. The national meeting also resolved that BMOs in each region in Kenya would strive towards establishing a regional business agenda to avoid multiple and repetitive encounters with county leadership. This would in turn ensure coherent and consistent statement of business issues with a strong and united voice.

Main Objectives of the BMOs’ Coalition

- To create a platform for advocacy to deal with business issues in the counties through frequent dialogue and engagement mechanisms;
- To better place the business community so as to influence county governments on business climate issues;
- To establish a platform for expanding a trade and investment framework in each county; and
- To provide stakeholders with an opportunity to critically participate in the governance and growth of the County as contemplated by Chapter Eleven of the Constitution.

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\(^1\) The meeting, held in Nairobi, was organized by FKE, KAM, KCCI, KEPSA & KENFAP, under the leadership of KAM.
Key Objectives of Kiambu County Governor’s Round Table

- To create a platform for advocacy on business related issues in Kiambu County through frequent dialogue and engagement mechanisms with the Kiambu County Government;
- To ensure that the business community in Kiambu County will be better placed to influence the county leadership towards the creation of a business friendly environment;
- To establish a platform for expanding a trade and investment framework in Kiambu County;
- To provide the stakeholders in Kiambu County with an opportunity to critically participate in the governance and growth of their County;
- To identify key flagship projects within Kiambu County in line with Kenya Vision 2030; and
- To discuss incentives that can be extended to investors in the County by county government.

Kiambu County Governor’s Round Table

Figure 1 – the four focus groups formed during the roundtable
In light of the resolutions from the BMOs’ national consultative meeting of 18th April 2013, Kenya Association of Manufacturers (KAM) mobilized BMOs from Kiambu County under the auspices of Kiambu Regional Business Agenda to organize the county round table on 17th September 2013. Kiambu County Governor’s Roundtable was attended by among others the County Governor, County Deputy Governor, members of the County Executive Committee and the Kiambu Business community under the umbrella of the Kiambu Regional Agenda and other non affiliated business people.

Issues affecting the business community in the county, opportunities for investment in the county and governance issues were explored through presentations by both the business community and the county leadership. The private sector grouped itself under four thematic areas, chaired by members of the County Executive Committee as follows:

1. Agriculture & agri-business sector;
2. Infrastructure & land sector;
3. Service delivery in Kiambu; and,
4. Investment opportunities & incentives for promotion of trade, industry & tourism.

The contents of this guide reflect the outcome of discussions in these four thematic areas, and recommendations that were arrived at by each group. The way forward in this guide reflects the consensus arrived at by the county government and the private sector after each thematic group made presentations of discussions and recommendations for issues falling under each thematic area.

Expectations of the Business Community from the Kiambu County Governor’s Round Table

- That following the first round table in Kiambu County, a foundation for a lasting relationship between the business community and the County government will have been established, and that going forward, the Kiambu County Business Coalition will be able to actively engage the County Government during its 2013-2017 tenure.
- That the Kiambu County Business Coalition will co-ordinate and support efforts by the entire business community in Kiambu County to influence the County Government to implement business-friendly regulations that encourage investment, thus making Kiambu County the most competitive county in Kenya.
- That the issues identified in this guide will inform the development of a checklist of actionable issues by the Kiambu County Government for the next five years.

Despite the fact that some of the issues identified in this guide will evolve, with some being addressed within an year of the date of this guide or an even shorter period, it
is the expectation of the business community in Kiambu that the county government will use this guide as a reference document in the finalization, amendment and implementation of the Kiambu County Integrated Development Plan as contemplated by the County Governments Act.
Kiambu County at Glance

- Kiambu County is amongst the largest counties in Kenya occupying 2,543 square kilometres, with a total population standing at 1,623,282.²

- Kiambu County is one of the five counties in Kenya that have more that 50% of its population living in urban areas.³

- It is adjacent to the northern border of Nairobi County. It borders Murang’a County to the North and North East, Machakos County to the East, Kajiado counties to the South, Nakuru County to the West, and Nyandarua County to the North West.

- Kiambu Town is the administrative capital of Kiambu County.

- The County is predominantly rural, but its urban population is increasing due to the expansion of Nairobi. It is also home to many small and medium sized urban centers, making Kiambu County perhaps one of the most urbanized counties after Nairobi.

- Kiambu County is ranked fourth in the country in terms of economic growth potential

- The County has twelve constituencies namely Ruiru, Thika Town, Kiambu, Kikuyu, Githunguri, Gatundu North, Gatundu South, Limuru, Lari, Juja, Kiambaa and Kabete.

- The main economic activities in the county include farming, food processing, manufacturing (leather), mining (carbacid), textile (cotton), motor vehicle assembling, wholesale and retail trade.

There are several theories that explain the origin of the name Kiambu: one suggests that it was derived from a prominent Kikuyu clan known as “mbari ya mbuu” who used to live next to the present day Kiambu town. Another suggest that the county used to experience so much showers (good for agriculture) hence the phrase “kia mbuu”, meaning the “the place of drizzles.”

The colonial imperial British East Africa first set up an administrative outpost at Kabete in 1892 and named it Fort Smith after the first administrator Captain Eric Smith. The people of this area resisted the white man’s presence leading to Mau Mau war led by their leader Waiyaki wa Hinga.


² Fourth largest as per 2012 estimates by KNBS.
³ See www.opendata.go.ke
• Agriculture including horticulture, dairy and fish farming present great opportunities for Kiambu County to grow these sectors. This sector employs 100,000 persons and generates Kshs.100 Billion export sales every year.\(^4\)

• Agri-business presents great potential for the County in pineapples, tea, coffee, wheat, macadamia nuts, poultry, horticulture, dairy and fish farming.\(^5\)

• The labor force (15-64 years) is estimated at 1,004,811, and this represents 61.9% of all age groups.\(^6\) The growth rate of Kiambu County growth rate stands at 2.56%.\(^7\)

• The poverty rate in Kiambu County stands as 27.2%.\(^8\)

\(^4\) According to KNBS, 60% of Kenya’s revenue comes from horticulture.

\(^5\) Kiambu County is accessible through Thika Super Highway thus ensuring fast delivery to markets located in urban areas including the capital city of Kenya.

\(^6\) This presents a significant challenge to the county’s employment creation efforts.

\(^7\) As per KNBS 2009 National Population and Housing Census.

\(^8\) See note 7 above.
Issues Affecting Kiambu County

Land Sector

Kiambu County, predominantly an agricultural county has experienced a unique real estate growth in the last 15 years. Due to the county’s proximity to Kenya’s capital Nairobi City and the County of Nairobi, the workforce of Nairobi look to Kiambu County as an affordable alternative for residence. Consequently, the value of land in Kiambu County has increased significantly, and so have the instances of change of user from agricultural to residential, commercial and industrial. Today, Kiambu County is now home to a variety of urban areas with thriving industrial centers, major residential developments, including many unplanned and unregulated residential and commercial developments.

Due to the potential value of land in Kiambu county, land grabbing is common, and instances of double allocation of land and issuance of fake titles are prevalent. Land buying companies have been blamed largely for the sale of unregistered land which has resulted to unending land ownership disputes.

Due to this actual and potential growth, Kiambu County has experienced rapid urban population growth as a result of the numerous opportunities presented by the construction and industrial sectors, and other related and supporting sectors. This has resulted in straining the already poor service infrastructure, and has exposed the lack proper land planning in the county. Urban centers in Kiambu County, especially along Thika Super Highway are becoming congested, with traffic jams being considered a normal phenomenon. Further, parking spaces in these centers are few, and poorly managed, and lack a harmonized way of charging.

Poor urban town planning and unmanaged subdivisions (zoning) in the peri-urban areas pose challenges to land management in Kiambu County. Further, change of user of land in Kiambu County continues to pose challenges to effective zoning.

Investment opportunities in land

- Development of modern affordable residential dwelling units.
- PPP with private sector to develop an efficient service infrastructure, including water supply and sewerage systems, parking spaces, e.t.c.
- As Kiambu County is endowed with prime land located strategically in relation to Nairobi, the capital city of Kenya, opportunities exist for the county to pursue Public Private Partnerships (PPPs) towards the development of industrial parks and industrial research centers to service investors in both counties. Towards this goal, the county ought to focus on developing laws that encourage investments on land which can then be leased to local and foreign investors who want to establish factories in the county.
• Opportunities exist for the county to attract private investors to develop entertainment parks, conference facilities, luxury hotels and premier sports destinations.  

• Urban planners, surveyors and other construction professionals will also have opportunities to offer the much needed professional services in planning and face-lifting of all urban areas in the County.

**Urban Planning Sector**

As stated above, Kiambu County, though historically a rural county has morphed into an urban county with multiple towns growing due to increased economic and industrial initiatives in the County, coupled with unprecedented growth of the real estate sector witnessed in Kiambu County.

However, the growth has not been accompanied by requisite urban and physical planning of the upcoming developments. This has resulted in straining the already poor service infrastructure, and has exposed the lack proper land planning in the county. Urban centers in Kiambu County, especially along Thika Super Highway and Kiambu road are congested, with traffic jams now being considered a normal phenomenon.

Towns in Kiambu county lack well demarcated parking zones for vehicles and pedestrian pavements. In rare situations, parking spaces in are few, and poorly managed, and the county lack a harmonized way of charging.

Poor urban town planning and unmanaged subdivisions (zoning) in the peri-urban areas pose challenges to land management in Kiambu County. Further, change of user of land in Kiambu County continues to pose challenges to effective zoning.

**Investment opportunities in Urban Planning Sector**

• Urban planners, surveyors and other construction professionals will also have opportunities to offer the much needed professional services in planning and face-lifting of all urban areas in the County.

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9 Towards this goal, the county ought to focus on developing laws that encourage high end tourism investments.
Agriculture Sector

Prior to the real estate boom, industrialization and urbanization which is the current reality of this county, Kiambu County was predominantly an agricultural region due to its favorable climatic conditions and arable land suited for farming.

In this fertile and well positioned county, traditional cash crops including tea and coffee are common, grown by both small and large scale farmers, mostly for export markets. Horticulture focusing on fruits and flowers is also predominant. Livestock farming especially for dairy and beef is also widespread, with zero grazing being the preferred mode due to reducing sizes of farms. Capitalizing on value addition and agri-processing in these sub sectors and targeting new regional and global export markets, present a great potential for Kiambu County.

However, the prosperity of the agricultural sector in this county is threatened by numerous challenges including:

a. Lack of access to credit due to lack of acceptable collateral such as land title deeds and high interest rates, coupled with stringent requirements by financial requirements. The county has few finance institutions which offer agricultural loans, and majority of farmers cannot access high interest loans offered by the few micro finance institutions operating in the county;

b. Unpredictable climatic and weather patterns which sometimes results in poor crop yields, and food insecurity;

c. The cost of farm inputs including machinery, quality seeds, breeds and fertilizers, is high thus increasing the high cost of production. These, coupled with other factors of production including unpredictable climatic conditions and increasing labor costs, have discouraged investors from venturing in agriculture;

d. Outdated farming methods and techniques which reduce the output and lack of education by the farmers on the best farming practices and quality of seeds which affects productivity of the sector;

e. Prevalence of diseases (pests, weevils and nematodes, sigatorsa, and cigar end rot) which often attack crops leading to low crop yields;

f. Lack of marketing intelligence and exploitation of small scale farmers by brokers; and,

g. Fluctuation in prices of commodities and farm produce in the global markets, reducing profitability;

h. Alcoholism and drug abuse by the youth;

i. Insecurity; and,

j. Poor infrastructural development and maintenance, especially of rural roads in the county.
Other challenges emanate from the cost of high labor, energy, and land shortages due to the real estate development bug. Furthermore, the deployment of extension officers has been slow, and as such, most farmers in the county are unable to access extension services since the few extension officers serving the county have a heavy workload.

**Under Second Medium Term Plan 2013 -2017 of Vision 2030, priority programs in agriculture include the National Agricultural Sector Extension Program (NASEP) to improve access to agricultural extension services by farmers and further strengthen agricultural research and development**

Fish farming in Kiambu County, although in its initial stages, has huge potential due to the widespread water resources, in form of dams,\(^{10}\) in the county.\(^{11}\) The county is also close to huge fish market, for whole fish and processed fish products, especially Nairobi and Machakos counties. However, fish farming is faced with numerous challenges including high cost of setting up the initial infrastructure, expensive water and fish feeds and lack of adequate training among farmers who wish to engage in fish farming.

**Investment opportunities in agriculture sector**

- Value addition of agricultural produce (tea, coffee, fish, bananas, Irish potatoes, pears, vegetables, flowers, dairy) from the county and branding for export to various nontraditional regional and global destinations including the EAC region.
- Investment in a greenhouse infrastructure manufacturing concerns and setting up of plants to satisfy the surging appetite for greenhouse farming.
- Investment in fertilizer production plants to towards realization of the Fertilizer Cost Reduction Initiative flagship project in line with the Economic Pillar of Vision 2030.
- Investment in fish fingering breeding to ease access by farmers who wish to invest in fish farming
- Investment in fish, livestock and poultry feed production and packaging factories.
- Setting up a machinery leasing project to small scale farmers.
- Consulting and training services to farmers on new farming technologies.

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\(^{10}\) The dams includes; Rungiri, Tigoni, Bathi, Twiga 1 and Twiga 2.

\(^{11}\) Fish farming will benefit the county both as a source of revenue and as a source of cost effective and healthy protein.
Agribusiness Sector

The agricultural sector in Kiambu County presents huge potential for the growth of the agribusiness sector. Opportunities exists for value addition to the agricultural products including fish, poultry products, Irish potatoes, dairy, bananas, pineapples, wheat, macadamia nuts, coffee,\textsuperscript{12} tea,\textsuperscript{13} fruits and a wide variety of vegetables. In fact, according Kenya National Bureau of Statistics 2012,\textsuperscript{14} the major exports from Kenya in 2011 included tea, horticulture, apparels and coffee all contributing for 47% of the merchandise exports.

It is worth noting that globally, Kenya is a key exporter of bulk tea and coffee. According to KNBS In 2011, the quantity of coffee exported stood at 2,676.6 MT valued at Ksh 1,322.1 million. The quantity of tea exported was 34,957.0 MT with a value of Ksh 8,906.9 million.\textsuperscript{15} Kenya is the leading tea exporter in the world exporting about 95\% of the country’s total tea production. The country prides itself as the best producer of black tea with her market share being estimated at about 27\% of the world’s tea trade with Sri Lanka coming second at 26\%.\textsuperscript{16}

However, these sector faces numerous challenges including: Lack of Infrastructure (processing/cooling/transportation) especially for the fish, dairy and poultry products which often leads to huge wastage; The high cost of farm inputs has made farmers shy away from growing some crops; Lack of affordable credit to farmers to enable them farm in large scale for high returns; Unreliable water allocation especially for the fish farmers who have the potential to produce 73 metric tons annually in a reliable environment; Low uptake of modern farming technologies by farmers leading to low quantity and quality of farm produce; lack of storage and collection centers leading to farmers selling their farm produce at the same price at low prices due to oversupply; collapse of industries e.g., the milk processing factory in Lari and the bacon factory in uplands, thus reducing opportunities for value addition within the county; insufficient education and absence of relevant skills in the farming community to facilitate agribusiness; high levels of poverty in the county with farmers engaging in subsistence farming only.

“Value addition is the way to go to make agriculture profitable”

One Village One Product, a project supported by JICA that focuses and supports value addition activities at the grass root level in Kenya.

\textsuperscript{12}EPC estimates that about 650,000 smallholders and 3,000 estates are engaged in coffee production. The small-scale producers account for about 70\% percent of the total coffee area and currently command a 48\% share of the market.

\textsuperscript{13}See EPC, “The local tea market absorbs only 5\% of the total production and the rest is exported”.

\textsuperscript{14}This is according to EPC website where KNBS relied on information obtained from The 2011 Kenya Trade Statistics from CBiK database (from KRA).

\textsuperscript{15}See Leading Economic Indicators, KNBS at http://www.knbs.or.ke/news/lei072011.pdf.

\textsuperscript{16}According to Export Promotion Council, Kenya’s major markets for tea are Pakistan, Egypt, United Kingdom, Afghanistan, Yemen and Sudan. The upcoming markets for Kenya’s tea include central and Eastern Europe, Middle East, Far East, S. Africa, West Africa and Northern African countries (Tunisia, Algeria, and Morocco).
Investment opportunities in agribusiness sector

- Setting up factories to engage in value addition of agricultural produce (tea, coffee, fish, bananas, Irish potatoes, pears, vegetables, flowers, dairy) from the county and branding for export to various nontraditional regional and global destination including the EAC region
- Revamping the collapsed factories.
- Setting up training institutions and consultancies to impact skills on value chain and value addition and marketing.
- Manufacture of packaging materials.

Infrastructure Sector

The importance of good infrastructure toward the county’s growth agenda cannot be gainsaid. Infrastructure in the form of transport and communication is essential in actualization of any development plan.

Kiambu County has bragging rights to Thika Super Highway, an important infrastructure for the transportation of key products efficiently from their points of production, manufacturing and to Jomo Kenyatta International Airport, one of Kenya’s export distribution hub for global markets. The Thika Super Highway has also significantly reduced the commute time between and within Kiambu and Nairobi counties.

However, on the overall, the physical infrastructure in Kiambu County including county roads, power supply, water supply, and sewerage and drainage systems in the county is under developed and poorly maintained. Rural feeder roads network is impassable especially during the rainy season to the detriment of the agricultural sector due to high cost of transportation of inputs and produce. Market access becomes difficult both for livestock’s and crops. Electricity supply has also been a major challenge to the business community within Kiambu County. Vandalism of the existing electricity materials such as transformers and electric copper cables has denied some businesses and premises of power electricity. Further, the absence of way leaves continue to hinder the electricity supply within the county.

Investment opportunities in infrastructure sector

Opportunities exist for Kiambu County to partner with the private sector in the development and maintenance of key infrastructure in the county including the highways, county roads, power supply grids, and water supply and sewerage systems.
Manufacturing and Industrial Sector

Kiambu County is emerging a major business and industrial hub Kenya. Due to its proximity to the Kenya’s capital Nairobi, and affordability of land relative to Nairobi County, Kiambu County provides the ideal destination for investors when setting up industries and distribution channels. Urban areas including Kikuyu, Limuru, Ruiru and Thika are home to manufacturing factories for food, cooking oils, beverages, mining, textile and vehicle assembly plants, among others serving Kenya’s traditional and emerging export markets including Uganda, Tanzania and DRC. These industries have experienced tremendous growth in recent years, providing good commercial opportunities to residents and investors alike.

They also attract cosmopolitan workers, who enhance the county’s national and cultural integration.

Under Vision 2030, the manufacturing sector is expected to play a critical role in propelling the economy by 10% growth rate under the Economic Pillar to support the country’s social development agenda through the creation of jobs, the generation of foreign exchange, and by attracting foreign direct investment. To meet those goals, the sector has to be more efficiency driven, raising productivity per unit of input (especially of labor and capital) closer to those of Kenya’s external competitors.

However, the prosperity of manufacturing and industrial sector is threatened by numerous challenges including poor physical infrastructure, unreliable and costly energy, insecurity, inadequate water supply, outdated and analogue technology, high cost of labor, stringent standards of traditional export markets, high poverty levels inhibiting county market growth and the numerous prohibitive trade barriers including high charges, taxations, levies and the complex licensing regimes imposed by both county and national governments.

In addition, industrialization in the county is hampered by other factors including lack of business management skills, incompetent staff due to labor costs, lack of finance or affordable credit with stringent collateral requirements for credit lines, exploitation by middlemen and brokers, inefficient supply chains, and high cost of penetrating export markets.

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According to EPC, in 2011 Uganda was the top destination for Kenya’s merchandise exports with the exports increasing from Kshs. 52.11 billion in 2010 to Kshs. 75.95 billion in 2011 (an increase by 46%); followed by UK and Tanzania who respectively imported products worth Kshs. 46.7 billion in 2011 up from Kshs. 40.2 billion in 2010 (an increase of 16.2%) and Kshs. 41.7 billion in 2011 up from Kshs. 33.3 billion in 2010 (an increase of 25.3%) The other two importers are Tanzania and DRC who import mainly oil products, manufactured products- including food, cooking oils, beverages; construction materials-cement and iron/steel products, articles of plastics, and pharmaceuticals.
These investment challenges are compounded by rampant corruption during the process of obtaining requisite licenses and permits. The county also lacks proper zoning with specifications for industrial developments including warehouses. Lack of incentives to investors who wish to invest in the county is also a major challenge since investors often shy away from investing in places without incentives.

Water Sector

Water is an essential commodity of production. It is important for domestic purposes, farming activities and also for industrial use. Kiambu County is faced with water supply challenges especially in the rural areas and the upcoming urban centers. Most rural residents in the county do not have piped waters. Residents experience inadequate water supply, poor distribution of the available water, lack of regulations on water distribution, poor water transport systems and high bills for water so supplied. Further, availability of water for irrigation purposes is a challenge

Investment opportunities in water sector

To entrepreneurs, the above challenges present opportunities to invest in water harvesting technologies and treatment plants, sinking of boreholes, and construction of dams.

Environment and Waste Management Sector

Environmental degradation and waste management including collection and disposal continue to pose a great challenge to Kiambu County. The factors that contribute to this problem include lack of enforcement of environmental regulations, proliferation of constructions projects including illegal structures, absence of designated dump site, lack of coordinated and adequate collection mechanisms, poor drainage and absence of sewerage and waste management systems and policies in major urban areas of the county, and a general lack of discipline and awareness among the general public on the value of waste management and environmental conservation.

Investment opportunities in environment and waste management sector

- The proliferation of unmanaged waste in the county, especially in the urban areas, present opportunities for investors to set up waste management plants. Other opportunities exist in waste collection, transport, storage in waste.
- The agricultural waste also portends potential for investment in a bio fuel generation plant.

Kenya aims to be a nation that has “...a clean, secure and sustainable environment by 2030.” This is premised on the fact that most sectors including agriculture and manufacturing can only do well in a healthy environment. At a national level, Kenya continues to face challenges in relation to sustainable management of natural resources and the ever growing demand for farmland and forest products. Vision 2030 notes the adverse impact of environmental degradation on the country’s environment and related resources.
Tourism Sector

Kiambu County has a very high potential in the tourism sector due to its proximity to Jomo Kenyatta International Airport through the bypass access and to Nairobi, the capital city of Kenya. The county also has relatively good roads including Thika Super Highway. The county also has numerous tourist attractions including cultural and historic sites and forest resources conducive for eco-tourism, camping and expedition sites. Key sites in the county include Mau Mau Caves located in Karura Forest; Paradise Lost with unending caves that were discovered in 1996 which have 8,000 to 12,000 year old human remains and Obsidian rock artifacts from the Late Stone Age of over 2.5 million years ago; Fourteen Falls is located in Thika about 65 Kilometers North East of Nairobi off Thika-Garissa Road turning at Makutano junction. Fourteen Falls derives the name from their 14 distinct waterfalls on the broad section of the famous Athi River; and, Mugumo Garden as a result of “Mugo wa Kibiro’s” prophesies about the colonization of Kenya.

The fertility of the soil and favorable climatic conditions lend the county to have potential for agro tourism.

To fully exploit the potential of tourism, Kiambu County government will need to market and conserve its existing cultural heritage, rich history and agricultural prosperity in line with Vision 2030 goal of expanding Kenya’s global and African market share through offering new tourism products, expanding the tourist expenditure per capital and improving its marketing strategies.


Kiambu County’s proximity to Nairobi is a great advantage for business retreats and weekend breakaways. Similarly, urbanization of Kiambu County is rapid with exclusive cities, office parks, village markets, malls, and more golf courses coming up, which are likely to result in increased tourism in the county.

It is worth noting that Vision 2030 identifies tourism as one of the key sectors that will drive its achievement under the Economic Pillar.

However, this sector faces many challenges including lack of tourism knowledge, marketing, infrastructure and insecurity issues in the county. Specifically, the issues facing this sector include:

a. Lack of proper understanding of the full potential of the county;

b. Poor packaging of the various tourism products;
c. Inadequate marketing of the county as a destination for domestic tourism;
d. Insufficient funds to market the available tourist destinations;
e. Insufficient funds to invest in tourist destinations in the county;
f. Poor road infrastructure thus hindering cultural and agricultural tourism. This is compounded by the fact that some rural areas in the county lack access to water and electricity;
g. Low investment in hotels and other accommodation facilities, especially three and four stars, leading to limited bed capacities in the available facilities;
h. Inadequately trained professionals in the industry;
i. Insecurity and prevalence of criminal activities especially among the youth, coupled with inadequate police patrols;
j. Inadequate provision of social amenities including health facilities and recreation centers; and,
k. Decline in number of investors in this sector due to political instability.

Investment opportunities in the tourism sector

Tourism presents great investment potential for Kiambu County, and its central location in the central region and proximity to Nairobi and Nakuru Counties presents a competitive advantage for this sector.

- In a county where tourism facilities are strained, with demand outweighing supply, opportunities exist for investment in four and five star resorts, lodges, parks, camps and motels.
- To take advantage of the forest resources in the county, opportunities exist for investment in nature tourism, walk paths and training grounds for athletes.
- To take advantage of the history of Kenya, especially Mau Mau struggles, archeological sites and economic activities especially agriculture, opportunities exist to develop niche products in agricultural and cultural tourism.

Education Sector

Kiambu County is home to several educational institutions offering primary, secondary, technical, and vocational and university education. It is estimated to have 1,135 primary schools, 373 secondary schools and over 15 tertiary institutions.18 The county has bragging rights to some of the best educational facilities in Kenya, including Alliance

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18 As per http://kenyadecides.co.ke/county/kiambu/.
High School and Alliance Girls High School, some of the best national secondary schools for boys and girls. The government, private sector and faith based organizations (FBOs) are major players in providing education at all levels. This implies access to quality education for county’s young population.

However, education sector in the county faces serious challenges which have threatened the growth of the sector, especially in public schools. The quality of education is affected by low staffing, poor facilities, high poverty levels, poor management in schools and non-involvement of parents in the education of their children, and high dropout rates. Further, education sector is affected by the low morale among both teachers and students at all levels partly due to poor remuneration and high unemployment rate in Kenya. These issues ultimately contribute to the poor quality of education and high dropout rates, leading to a preference for private schools by most parents. It is the general view among the residents of Kiambu County, as is of most Kenyans, that private schools offer better quality of education, albeit expensive, as they have better facilities which are often lacking in public schools.

Although Kiambu County is home to many TVET institutions, universities and other institutions of higher learning which provides technical courses, diplomas and degrees for young adults and professionals, most of these institutions do not focus on inculcating skills that are relevant to the county specific needs including value chain and value addition, agriculture, livestock and fisheries and modern construction and infrastructure development.

Second Medium Term Plan 2013 – 2017 under Vision 2030 highlights the need for strengthening linkages between industry and training institutions in providing targeted and industrial training

On the overall TVET institutions and public universities are poorly equipped with outdated equipment. Also, despite the fact that the numbers of students joining these institutions are high, most of these institutions lack sufficient student accommodation to meet the rising demand.

**Investment opportunities in education sector**

- PPP with county government in refurbishing and modernizing the existing TVET institutions.
- Establishment of specialization centers, developing curricula and impacting practical and relevant knowledge to students in existing colleges/centers.
- Development of modern but affordable residential dwelling units to meet the demand created by growing student population.
• Investment in building and fully equipping new primary and secondary schools to accommodate the students from other counties especially Nairobi, Machakos, Nakuru, Muranga, Nyeri and Meru counties.

Health Sector

Health is an essential part of any community which intends to attain economic growth. Kiambu County has four level 4 hospitals, three level 3 hospitals, 108 Dispensaries, 29 Health Centers, 170 Medical Clinics, nine Nursing Homes and one Maternity Homes. However, most hospitals and medical facilities in Kiambu County have dilapidated medical facilities with inadequate staff and outdated equipment. This consequently increases the cost of medical care making health care inaccessible by the residents. Other key challenges affecting the health sector in this county include lengthy processes for issuance of health certificates for workers, lack of ambulances to serve the whole county, low doctor to patient ratio and high rates of HIV/AIDS infections.

Investment opportunities in health sector

• Setting up of private medical facilities including diagnostic centers, hospices and nursing homes.

• Investing in specialized medical centers e.g. for cancer, optical and dental, cosmetic surgery, HIV and AIDS etc.

• Setting up industries to manufacture medical related products e.g. drugs, laboratory equipments, etc.

• Investing in a medical school with a research focus on HIV and AIDS under a PPP with the county government.

Social Sector

Kiambu County, with a high population, educated human resource, valuable and fertile land coupled with proximity to key infrastructures to serve its budding industrial sector, the county is faced with numerous social related problems. These ranges from drug and alcohol abuse, increasing rates of HIV and AIDS infection, high levels of school dropouts and high rates of unemployment resulting into poverty and widespread crime. The county is losing productive workforce to drug and substance and HIV and AIDS related
deaths, thus negatively impacting economic growth and welfare of Kiambu County.

There is also a general lack of social support systems to help the youth grow into responsible and productive adults, while the old people who are economically unproductive are neglected.

**Investment opportunities social sector**

- Establishing youth camps, county sports competition and youth training camps to reduce idleness
- Establishing of adult home care centers and group homes for the elderly.
- Setting up drug rehabilitation centers.

Youth unemployment, poverty and vulnerability to climate change remain the most critical development challenges facing Kenya. There are concerns in critical areas, including food security, governance and corruption.

The World Bank, Kenya Economic Overview, May 2013

**Security Sector**

Traditionally, the lack of security has led to a less than optimal business and farming environment in Kiambu County. This county has a history of insecurity which has curtailed growth of agricultural and other economic activities. This problem is prevalent in both the rural and urban areas due to high unemployment, poverty and school dropout rates among the youth, alcoholism, lack of lighting, corruption by enforcement officer, low morale on the part of law enforcement officers and lack of coordinated efforts in all sectors responsible for enhancing security.

Other factors that have fueled low security levels include negative ethnicity, religious cults and organized gangs and poverty where many resources are controlled by a small number of residents. There is need to beef up security by providing police patrols, improved street lighting and security cameras at strategic points of the county particularly in the industrial zones and residential estates. Further, the County government in collaboration with other stakeholders needs to develop a strategic plan to address the social ills in the county which are at the root of insecurity in Kiambu and neighboring counties.
PART III

Proposals on Way Forward in Each Sector

Land Sector

- County government to initiate investigations on alleged cases of land grabbing, and where confirmed, institute court action and repossession proceedings.

- There is need to address governance issues at the land registries of the county where the cancer of corruption has taken root resulting in most challenges associated with land ownership in Kiambu County. The corruption menace which has been eating away at the county land offices should be eradicated, preferably through computerization of records and operation systems.

- Further, to eradicate corruption which is entrenched in the county land registries, corrupt officials should be sacked, so as to nip this cancer at the bud.

- The administration needs to revise the prevailing land rates and charges to make them affordable to the business community. In the meantime, it is important for the county government to consider waiving accrued penalties on unpaid property taxes in the county as an incentive to the business people.

- There is need for the county to develop proper legal and policy framework to guide and regulate change of user in the county.

- As a starting point, the County government should install updated land administration and management tools in the county land registries to create transparency and controls.

In the Medium Term Plan 2013- 2017 of Kenya Vision 2030, research in appropriate building technologies aimed at developing alternative building technologies namely brick and soil based materials, natural stones, cement based materials, wood based materials, indigenous roofing materials, interlocking bricks and prefabricated has identified as a flagship project to drive the construction industry and ensure environmental conservation.
Urban Planning

• It is important to zone the county and define residential areas, commercial/retail areas, industrial areas, agricultural areas and open spaces and public parks. Further, the county should review the physical planning systems currently in place, and engage qualified physical planners so as to curb the unnecessary land subdivisions and change of land use.

• There is need to develop necessary infrastructure in the county including roads and information communication technology.

• To ease operational barriers between sub-counties in Kiambu County, introduce a standard parking fee, applicable across the whole of Kiambu County, in consultation of all stakeholders.

• Embark on facelift program of bus parks in Kiambu counties as the existing ones are in a bad state, and in some instances, road reserves have been converted into bus terminus. This will help ease congestion and traffic jams in the urban areas situated in Kiambu County.

Agriculture Sector

• In the next six months, there is need for Kiambu County to develop a County Investment Master Plan outlining clear objectives that the county seeks to achieve in this sector and the priorities in the sector.

• The county government to put in place a clear “aftercare of investors” scheme to retain the existing investors in this sector, while encouraging new ones into the county.

• The county government will capitalize on the agricultural sector as a key source of revenue, and encourage farmers to engage in value addition ventures to diversify their products so as to reap the full benefits of agriculture. Value addition ought to be done within the county instead of selling the raw materials to other counties.

• The stalled institutions including farmers’ cooperative societies and Agricultural Finance Corporation need to be revitalized to support the agri-business agenda in the county. The county government to also explore the formation of a farmers’ fund to support the agriculture and compliment financial access from other sources. Such a fund can be the source of cheap loans and credit facilities to start up the fish farming, which is a very expensive.

The Second Medium Term Plan 2013-2017 of Kenya Vision 2030 has identified agriculture as one of the priority sectors that will drive the Economic Pillar. Agriculture makes up the larger part of Kenya’s GDP at 57% and provide for nearly half of the country’s total informal employment.
• Improve the dilapidated roads network in the county to facilitate the transport of agricultural products, which are perishable in nature, from the farms to the cities/towns.

In the Medium Term Plan 2013-2017 of Kenya Vision 2030, county roads programs involving construction, rehabilitation and routine maintenance of county roads have been identified as key flagship projects.

• Work with existing bodies\textsuperscript{20} to provide direct market linkages between farmers and manufacturers e.g. for fruits and vegetables, so as to eliminate the often exploitative middle men, thus ensuring that farmers get more value for their produce. The county government can explore the option of forming market collection centers within farming groups to ensure that farmers access the markets without going through middlemen. Further, the county to develop a policy and regulation on packaging of agricultural products especially for Irish potatoes and carrots.

• Facilitate the formation of marketing bodies to educate and advise farmers on available markets, consumer needs, required standards and quality, negotiate favorable prices for farm produce, and create awareness to the youth.

• Further, as the county has immense potential in fish farming, the county should develop a policy framework to promote the same.

• Create necessary agricultural infrastructure, including storage facilities, with warehouse receipt systems to maintain high scale farming which in turn creates employment for the youth in the county.

• Put in place subsidy schemes to facilitate farmers to afford necessary farm inputs e.g. seeds, fertilizers and other necessary farm equipment. Further, and in line with the Economic Pillar of Vision 2030, institute incentives to encourage investors to set up fertilizer manufacturing industries in line with the Fertilizer Cost Reduction Initiative flagship projects.

\textsuperscript{20} Kenya Investment Authority and Kenya Export Promotion Council.
• County government needs to put up a framework for training farmers to embrace widespread use of productivity enhancing technologies and resources, such as improved seed varieties and fertilizers (both organic and inorganic), fodder production and fodder preservation in form of hay and silage, control of diseases, while enhancing the efficiency of extension services to farmers and other information availed in forums such as ASK Shows. Further, the county should encourage farmers to utilize the services of the agricultural bodies including Kenya Agricultural Research Institute.

• In collaboration of various training and research institutions, the county government to consider developing a scholarship scheme to offer training to farmers interested in taking up agricultural courses in both government and private agricultural colleges.

• Options for water harvesting and irrigation farming need to be enhanced in Kiambu County which is affected by perennial water shortages and periodic dry seasons.

• In cooperation with the farmers, the county government should promote local security for farm produce, animals and farmers.

• The county government should allocate land for agricultural activities, while reviewing the land rates and rents in the county which are prohibitive to potential investors.

• In partnership with other players including agricultural manufacturers, financial institutions and research and training institutions, the county government to organize for forums and exhibitions for the county’s agricultural products to promote products from the county to other counties and attract investors to set up agri-processing plants in the county.

• County government to encourage use of the available training facilities like the Agricultural Training Centre. Further, county government to pursue collaborations with private sector players and training institutions towards the establishment of agricultural training institutions in the county.

Agribusiness Sector

• Capitalize on the fishing and agricultural sector as key sources of revenue, and encourage and farmers adopt modern farming technologies and engage in value addition ventures to diversify their products so as to reap the full benefits. Value addition ought to be done within the county instead of selling raw fish, tea, coffee, Irish potatoes, bananas and other agricultural produce to other counties or countries. The county government should put in place policies that foster healthy or potentially healthy industries, especially those involved in value addition through agri-processing within the county.
Kiambu County Business Agenda 2014

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‘Kenya is promoting the development of Special Economic Zones, Industrial Parks, Industrial Clusters, promotion of small and medium scale manufacturing firms, development of niche products, commercialization of research and development results.’ - Keninvest

• Demarcate land and invest in the development of industrial parks and industrial research centers, and the requisite physical infrastructure for such zones, with adequate budget being allocated to ensure establishment of the zones under PPPs.21

• Reduce the cost of setting up industries through reducing the charges and ensuring that the process of licensing is less cumbersome. In the short term, it is important for the county government to revive or promote collapsed factories.

• Reduce the number of levies and charges imposed on the final products by the county government. These levies exist in form of taxes on import and packaging materials which are used by the value addition factories. Further, there is need to reduce the VAT on locally sold tea.

• Improve critical infrastructure including main roads, rural access roads and rural electrification in villages to spur small and medium industrial development. This will improve the dilapidated roads network in the county to facilitate the transport of mostly fish, dairy and agricultural products, which are perishable in nature, from the farms to the cities/towns. The county should also explore options of establishing cooling storage infrastructure in the county for fish and milk to ensure profits for farmers.

• Collaborate with key private sector players e.g. Safaricom to ensure reliable internet access to county citizens and businesses.

• Focus resources towards the development of niche product22 and raising productive efficiencies of local firms through facilitating comprehensive training and research & development investments and industrial restructuring.

• Set aside adequate budget for export financing for upcoming export enterprises, especially SMEs. However, the county government ought to support factories especially in the tea sector against hawking.

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21 Development of industrial and manufacturing zones, Vision 2030 Manufacturing Sector (flagship projects and key initiatives).
22 Vision 2030 Manufacturing sector (Goals for 2012).
• There is need to create for awareness among the county’s residents especially the youth on the benefits of export business and how utilization of Thika Super Highway, and other infrastructure in the neighbouring counties especially airports located in Nairobi can grow the agri business export sector.

Second Medium Term Plan 2013 -2017 identifies agribusiness development among the youth as a strategy to achieve youth employment and sustainable livelihood

• Innovation will also be paramount in the bid to promote Kiambu County as an industrial hub in Kenya. The county, in collaboration with other stakeholders, should establish a funding system to support innovations for the youth, supporting incubations periods on innovations, for example along the lines of Kenyatta University which is supporting ideas from students. This can incorporate mentorship programs by businessmen to support these youngsters to grow their ideas

• Enhance zoning for businesses and industries in urban areas within the county.

Manufacturing and Industrial Sector

• Strengthen local production capacity of local industries through the creation of an enabling environment for industrial development and growth by instituting incentives to manufacturers, and working with various key partners to ensure the supply of affordable and reliable energy.

• There is urgent need for the county to enter service agreements with energy providers in order to ensure supply of affordable, sufficient, reliable and quality energy to power industries thus increasing productivity. This can be achieved through upgrading Thika sub-station to handle up to 135KVA against a total consumption of power in Thika Town of 45KVA. Further, the county should explore alternative sources of energy. This is achievable through the involvement and partnership with the private sector in industrial development, including generation of affordable and green energy.

• The county government should introduce a deliberate policy to address the corruption menace and hence curbing the corruption that has discouraged potential investors who wish to invest in Kiambu County.

• Demarcate land and invest in the development of industrial parks and industrial research centers, and the requisite physical infrastructure for such zones, with adequate budget being allocated to ensure establishment of the zones under PPPs.

24 Development of industrial and manufacturing zones, Vision 2030 Manufacturing Sector (flagship projects and key initiatives).
• Reduce the cost of setting up industries through reducing the charges and ensuring that the process of licensing is less cumbersome. In the short term, it is important for the county government to revive or promote ailing industries.

• Improve critical infrastructure including main roads, rural access roads and rural electrification in villages to spur small and medium industrial development. This will improve the dilapidated roads network in the county to facilitate the transport of mostly fish and agricultural products, which are perishable in nature, from the farms to the cities/towns. The county should also explore options of establishing cooling storage infrastructure in the county for fish to ensure profits for fishermen and fish farmers.

• Ensure accessible internet access to county citizens and businesses. Further, develop and utilize modern technologies including a county website to inform potential investors of the available investment opportunities in the county. Towards marketing of Kiambu County as an industrial hub, set up a county investment committee and consequently an authority to develop investment incentives and market the county on a global scale.

• Focus resources towards the development of niche product and raising productive efficiencies of local firms through facilitating comprehensive training and research & development investments and industrial restructuring.

• Set aside adequate budget for export financing for upcoming export enterprises, especially SMEs.

Infrastructure Sector

• The county government should lobby the national authority in charge of rural roads fast track its efforts to rehabilitate rural roads in Kiambu County accessible and cost effective to other sectors.

• The county government should lobby the national authority in charge of rural electrification to fast track its efforts to ensure that all residents of Kiambu County have access to electricity.

In the Second Medium Term Plan 2013-2017 of Kenya Vision 2030, increasing electricity availability through power generation to improve the energy infrastructure network and promote development and use of renewable energy sources to create reliable, adequate and cost effective energy supply regime to support industrial take off for economic development has been identified as key flagship project.

25 Vision 2030 Manufacturing sector (Goals for 2012).
• County government should explore the option of partnering with the private sector to develop and maintain needed physical infrastructure.

• Improve efficiency and effectiveness of the infrastructure development process at all levels including planning, contracting, and construction.  

• The public procurement and tendering procedures should be adhered to strictly, to ensure and enhance quality of infrastructure projects, especially of feeder and priority roads. Guarantees for quality by contractors after defects liability period expire should be mandatory to ensure delivery of quality services.

• Modernize infrastructural systems including expansion of existing roads, street lighting, and construction of car parks in urban areas in the county to decongest the towns.

• Review and/or enact and implement disaster preparedness laws and policies for the county.

• Provide a utility sector (water, sewerage and electricity) that is modern, customer oriented and technology enabled to provide efficient, cost-effective, quality services to all citizens. Such an active sector is likely to encourage wider water supply through adequate water harvesting systems and the construction of water dams.

• Adopt an integrated and coordinated approach to urban planning as this will help, in among other things, controlling the continued proliferation of informal settlements, and improve property management system for county owned properties.

• Re-look at the planning of all urban areas in Kiambu County and provide proper zones for industries, small scale traders, parking for matatus etc.

• Partner with neighboring counties especially Nairobi, Machakos, Nakuru, Muranga and Nyeri to consider development alternative modes of passenger transportation within the Nairobi and Central Region and put up a commuter rail service.

• Enter into PPP with the private sector to facilitate the establishment of cold storage facilities / ware houses for perishable produce, especially dairy, poultry and fish products.

“Kenya has not been an attractive destination of FDI. Infrastructure bottlenecks both in energy and roads have been a major constraint on FDI. Good infrastructure lowers the transaction costs, which enable investors to earn returns on their investments, as their enterprises are able to generate profits.” - The Word Bank, Kenya Economic Update June 2013.
• County government to liaise and engage with service providers in consultation with stakeholders to plan for and promote access to electricity connectivity.

• The county should explore alternative sources of energy. There is need to put in place mechanisms aimed at transforming Kiambu County into an energy generating hub, including setting up of a micro power generation mini-hydro to ease on the demand for electricity in the county.

• The county should consider utilization of the alternatives forms of energy sources such as green energy, biogas, biodiesel, viable wind and solar.

• To curb vandalism, the county government to develop policies and regulation on scrap metal business which is a threat to infrastructure development especially electricity cabling and highways.

**Trade & Business Regulation**

Recent efforts by the Kiambu County Government to put in place laws that introduce new levies/charges/fees/rates in the county pose a challenge to the business community. This is compounded by the exclusion of the business community in the decision making process in the county, especially the development of regulations and laws introducing new levies without prior consultations. It is proposed that going forward:

• In line with Vision 2030, the county should relook at its taxes as well as establishing a one stop shop for business licensing. The County will need modern, competitive business taxes which are less complex and have the least administrative burden. New levies at the county should be guided by the Statutory Instruments Act, 2013.

• The county government should utilize ICTs and other e-technologies to facilitate online transactions thus reducing the risks associated with cash transactions.

“The regulatory environment in Kenya has been hostile to FDI and impeded it. Excessive regulations have hindered entrepreneurial activity, as firms spend more time and resources complying with rules and regulations.” - Kenya Economic Update, June 2013, The World Bank

The long delays in resolving disputes in the judiciary and other cumbersome compliance items, have discouraged FDI. In addition, the regulations that require foreign firms to enter into mandatory joint ventures partnerships (30 percent share) with locals in order to invest in Kenya, makes it a less favorable investment destination.” - *Kenya Economic Update, June 2013, The World Bank*
• There is need to review and simplify regulations and licensing to make them more effective. Powers and practices of various regulatory bodies with overlapping mandates within the county should be streamlined in order to stop such institutions from imposing new charges which have an equivalent effect to taxes.

• The county government should aim at establishing a single licensing regime within a year into office.

• To make the management of county regulations easier, the government of Kiambu County should consider developing a mechanism that will effectively communicate any new laws to all stakeholders. The private sector needs to be sensitized to facilitate easier compliance. Sufficient notice (proposed at three months) should be given to the business community for introduction of new and/or change of fees.

• The County government should collaborate with the national government and other counties along the Thika Super Highway and Nairobi-Nakuru Highway in an effort to reduce the cost of transport to and from the county as an incentive for attracting and retaining investors.

• Key Business should be represented in county government committees constituted to revise or introduce new fees/charges for infrastructure upgrades etc. Any recommendation on new levies/rates should be effected after wide consultation with all stakeholders. The acceptable fees should be gazetted and published in the county government websites and other media for wider reach.

• The County Government should incorporate business community’s key stakeholders in all committees formed by the office of the Governor of Kiambu County.

• The County government should develop a criterion for grading businesses, and consequently classify the various businesses operating in Kiambu County. Each grade/class should indicate the type of license and levies payable, and the specific amount for each license. As a starting point, and for purposes of uniformity and fairness, the County Government should formulate the regulations that will inform the classification criteria.

**Water Sector**

• The county needs to explore all the available technologies for water harvesting to make Kiambu self-sufficient with affordable water supply for all its residents. This will be beneficial to all the sectors that are key in enabling the county’s economic development. Further, affordable and reliable water supply will attract investors to the County, thus making it competitive.

• The county administration should explore other policy strategies to facilitate the harvesting of rain water and dams e.g. borrow a leaf from Spain’s policy where
every building must have gutters.

- Further, the county government should develop policies that will ensure recycling of water used for domestic, commercial and agricultural /livestock purposes to usage and reduce wastage farmers. Public awareness will also be an important component of all these efforts as well as legislations regulating water use and maintenance in the County.

- The county should conserve the existing water catchment areas.

- To ensure quality of water supplied for domestic purposes, the county government should also create a proper treatment system of any water being supplied in domestic settings, and have in place an enforceable regulatory framework especially in and used in the county.

- The county government, in conjunction with the Ministry of Agriculture and agricultural research institutions should promote sustainable land use policies including terracing, dams, etc which will aid in water storage and reduced water pollution.

- County government ought to encourage farmers in lowland areas to close up gullies and plant trees as this will act as catchment areas.

- There is need for the county government to engage experts to develop solutions to enhance natural resources management, and avert challenges resulting from other development projects in the county, which ultimately affect the quality of water.

Environment & Waste Management Sector

The County government through the County Ministry of Environment, Water and Natural resources should adopt various pollution and waste management measures including:

- Improve garbage collection and disposal in the CBD, estates and environs of major urban areas in Kiambu County especially Thika, Kiambu, Kikuyu and Ruiru, and put in place strict penalties for defaulters. Collaboration with NEMA is key to ensure enforcement.

- Encourage investors to put up waste management plants including recycling initiatives in Thika, Kiambu Town, Kikuyu, Ruiru and other urban areas in the county.

Second Medium Term Plan 2013 – 2017 OF Vision 2030 identifies “conversion of waste to wealth” as one way of achieving youth employment and sustainable livelihood in Kenya.

28 Vision 2030 initiatives of environmental management
• Set up a bio fuel generation plant to take advantage of agricultural waste.
• Champion environmental conservation by advocating energy conserving technologies such as installation of biogas and jiko, Kisasa liners, construction of fireless cookers and better cooking methods to ensure sustainable use of the available wood fuel thereby reducing deforestation.
• Upgrade the sewerage infrastructure and disposal systems in the county.
• Improve drainage systems, by maintaining and upgrading the existing ones.

Tourism

• Collaborate with sector players to facilitate the development of diversified tourism products and marketing of new products including agricultural tourism, eco-tourism, cultural tourism, home stays, local tourism entrepreneurship, medical tourism and sports tourism.
• Develop a cultural centre and establish new cultural sites e.g. Mau Mau Camps, Waiyaki Wa Hinga, the first church, the early trading centers, a place where the rights of passage – baptism and circumcision- took place in Kiambu County as tourism niche product.
• Promotion of safety and security for tourists in the county with the county government ensuring the deployment of tourism police and regular police patrols in the county to ensure safety of visitors in the county, especially in the mushrooming urban centers.
• Improve rural access and collaborate with other counties to lobby the national authorities in charge of inter county roads to develop county link roads to facilitate access of new tourism destinations to encourage more tourists to visit.
• In collaboration with Keninvest and Kenya Tourism Board, educate the people of Kiambu County to embrace tourism as a source of livelihoods. For example encourage the communities to transform their homes for home stays so as to accommodate tourists and get to experience the ways of living of the people.
• Engage with other county governments with rich tourism economic activity e.g. the Amboseli and Maasai Mara, to borrow lessons and upgrading tourism in the county.
• Support community based tourism programs, women and youth initiatives which promote tourism
• Finance rehabilitation and expansion initiatives for the existing tourism facilities in the county.
• Research and Development (R&D): There is need to develop a harmonized and standardized database of tourism statistics, in addition to creating and equipping a functional and effective Research and Development Unit in the
governor’s office. This will spearhead research on emerging trends, markets and consumer surveys to inform planning, product development, policy formulation and implementation for decision makers and investors.

- Partnerships with stakeholders in the county and facilitate gathering of information from the older generation to the new generation for purposes of cultural preservation should be emphasized.

**Education**

- To raise the levels of involvement of parents in governance of schools and the quality of education offered to their children and increase transition rates at all levels of education, Kiambu county government should commence initiatives including conducting civic education and holding county hall meetings with parents to enlighten them on the importance of education, encourage more enrolment and transition in all levels of education by the residents of the county and deliberate on related concerns. The county should use the administrative personnel to carry out a door-to-door inspection to ensure all children are in school. County representatives can be tasked with the role of ensuring that all children under their ward attend school.

- Allocate a sufficient budget line to improve and expand the existing educational facilities in the county so as to provide adequate infrastructure in schools to accommodate all learners at all levels. Specifically, there is urgent need to equip all polytechnics in the county with the modern equipment to facilitate new curriculum that impacts relevant skills.

Under Second Medium Term Plan 2013 -2017 of Vision 2030, upgrading of youth polytechnics to Institutes of Technology in every ward to empower youth with relevant skills to serve modern economy is identified as way to achieve industrialization under the Economic Pillar.

- Strengthen vocational training to ensure that graduates are equipped with skills that are relevant to the market and industrial needs. This can be achieved through entering into PPPs with industry players towards the establishment and modernization of TVET institutions and specialization centers in the county, including an entrepreneurship academy to boost entrepreneurship skills and financial literacy. The county government will need to provide incentives and waivers investors including facilitating access to affordable land for expansion of universities, colleges and specialization centers, and waiving land rates for such land.
• Seek partnerships with the private sector, FBOs and development agencies to construct quality public primary and secondary schools to enhance the access to basic education in the county to all residents. Vision 2030 provides for the need to raise the transition numbers from primary school education to other levels of education.

• In collaboration with the Ministry of Education, strengthen the inspections of educational facilities and curricula at all levels to ensure and uphold quality.

• Partner with the private sector to develop practical internship programs.

• Develop sports academies to tap on the existing potential of the youth in sports as a way to fight drug abuse and crime in the county.

• Encourage and facilitate training institutions to partner with foreign universities and other schools and private sector to develop leadership training/exchange programs for teachers and students from the county to ensure exposure and motivation.

Under Vision 2030, Kenya intends to create a globally competitive and adaptive human resource base to meet the requirements of a rapidly industrializing economy.

....steps include the establishing of new technical training institutions, as well as enhancement of closer collaboration between industry and training institutions.

• Provide bursary and other assistances to subsidize educational expenses for the needy students, and ensure that the application and award process is transparent. The request that bursary applicants should be scrapped as it disqualifies students less than 18 years.

• Introduce and facilitate motivation forums for teachers and students through awards and recognition of hard work and academic achievement, and corresponding warnings for teachers who do not deliver. This can be done through introduction of a Governor’s Award Academic and Youth Program. Further, the county government can partner with stakeholders including the business community in establishing mentorship programs for primary and secondary schools students, and those institutions of higher learning alike.

• Introduce and fund a capacity building program for TVET and university students and graduates from the county to enable them make winning applications to established credit facilities e.g. Uwezo Fund to enable them set up businesses and self employ.
Health Sector

- Revitalize the health infrastructure\(^{29}\) - in line with Vision 2030, the county should endeavor to provide efficient, equitable, affordable and high quality health care, by having a functional health delivery infrastructure in place. This will entail building new healthcare facilities and upgrading of those already in existence to ensure accessibility of affordable healthcare opportunities for the majority of the county residents especially the rural residents of the county.

- Encourage investors to establish industries related to and with a direct impact to the health sector to serve the hospitals and health care centers within the county and the wider central Kenya region e.g. setting up of a pharmaceutical plant in the Kiambu Town.

- Upgrading of existing health centers e.g. by raising the hospitals in the county to level 4 and level 5 hospitals so as to reduce congestion at the government hospitals, for example Gatundu Hospital can be upgraded to a referral status. In line with this, the county government should strengthen health services delivery in the county by putting in place mechanisms aimed at ensuring that the ratio of health workers to patients is appropriate to reduce the congestion that is being experienced in the few available healthcare facilities e.g. a medical workers’ volunteer program to help reduce the burden on the existing few health officers in the hospitals. Further, county government should focus on recruiting midwives to reduce infant mortality rates in the county.

- Strengthen the inspectorate arm of the county to also focus on government hospitals, as well as private clinics and herbalists.

- Partner with the private sector to establish world class medical and health facilities, including cancer medical centers.

- Make health care accessible and affordable by subsiding the costs of medication and healthcare and integrating innovate programs such a mobile clinics, dialysis machines and medical camps incorporating the traditional birth attendants.

- Put in place a medical workers’ volunteer program to help reduce the burden on the existing few health officers in the hospitals.

- Boost rapid response emergency services in the county by increasing the number of ambulance services set to serve the whole county. County government should include a budget line to purchase at least ten ambulances to serve various zones in the county.

- Facilitate level 4 hospitals in the county to pursue exchange programs with university hospitals from other countries e.g. USA, Germany and India to increase the competence of health professionals in the county, and source for funding for health related equipment such as orthopedic beds, wheel chairs etc.

\(^{29}\) Vision 2030 (Strategies to improve Health care)
Social Sector

- The county government through its relevant department should initiate a training program to educate the residents of Kiambu on access and control of resources for improved agricultural productivity and importance of education.

- In collaboration with NACADA, engage in an awareness creation campaign of drug and substance abuse, and the overall effect on an individual, the county economy and Kenya as a whole. Such a campaign should target primary, secondary and institutions of higher learning to ensure early awareness.

- County government should consider setting aside land and a budget line to initiate community youth projects to improve food security and create income generation for the unemployed youth in the county.

- The county government ought to explore collaborations with private sector and other development partners to facilitate investments in homes for the elderly and the homeless.

- The county government should set aside public land and put up at least one public recreational facility in each sub-county.

- Establish drugs rehabilitation centers in each Sub County and one referral center in the county. In the meantime, the County government should put in place a framework to allow utilization of existing health centers and medical facilities. Further, the county government in collaboration with existing TVET institutions in the county should develop a program to absorb rehabilitated drug users into these institutions.

- In collaboration with medical stakeholders, continue education and creating awareness on HIV and AIDS and encourage behavior change, including testing to know their status.

Security Sector

- Creation of youth employment, to reduce poverty, idling and abuse of drugs and substances in the county.

- Establish rapid response units within the county.

- Establish an effective County Police Service in coordination with the national government.

- Promote community policing through formation of well-trained county community police units and a well-functioning county police authority. Partnership with other security apparatus such as security firms will be key to achieving security in the county.

- Provide improved surveillance through technology such as CCTV cameras in all urban areas
• Enhance the existing security systems in the county to ensure effectiveness and performance e.g. through performance contracting. County government to support and facilitate the police service in their work by providing patrol vehicles and other necessary equipment.

• Lobby the national government to hasten the settlement of Internally Displaced Persons (IDP) resident in Kiambu County from other counties.

The vision for security in Kenya under Vision 2030 is “A nation of peace and stability; a society free from danger and fear.”
Low Lying Fruits from the Way Forward

Decentralization of Services

Under the concept of devolution, Kiambu County needs to focus on devolving governance and services to the sub-counties. It should there put in place systems and capabilities to enable sub-counties take over functions, including the enacting the requisite legal framework to facilitate the exercise of such functions once devolved.

Development of a Public Private Dialogue Strategy

Pursuant to the requirements of the Constitution of Kenya, the County Government of Kiambu will put in place clear mechanisms to enable the private sector interrogate strategies of the county government in a timely and measurable way. In line with this, the county government will circulate the draft County Integrated Development Plan for interrogation to the private sector within a month of the first governor’s roundtable. Further, there should be a well established relationship between the County Assembly, the Committees of the County Assembly and the Speaker’s office to enhance business advocacy.

Reducing the cost of doing business

As a county with high cost of doing business, the county government will put in place measures to:

- Protect the existing businesses in the county from imposition of additional levies and licences by other counties through advocacy and support.
- Reduce the number of licences and levies payable by business people to the county.
- Utilize technology and establish a one stop shop for business pertinent information.
- Track and control collections, allocations and expenditure for all county government activities.
- Embed a preference scheme for locals in procuring for county projects.
- Ensure that all county bills are developed in consultation with key stakeholders and adequate notice for scrutiny by stakeholders (at least 30 days) should also be provided for.

Security in Kiambu County

Kiambu County plagued with high incidences of insecurity and criminal activities. Insecurity in the county is directly intertwined with youth unemployment and poor transition rates into secondary and other higher levels. The county government will therefore prioritize youth issues by creating mentorship programs on education,
careers and life skills. The county should also establish a youth enterprise fund to promote establishment of new businesses by the youth, while promoting the existing ones. Further, the county should work the national government to create a County Police Unit, and have regular police patrols in all urban areas, including residential areas. The County government will also commence immediate efforts to fight drugs and substance abuse in the county, while developing a door to door campaign to discourage the high school dropout rates amongst the county youth.

**Showcasing Kiambu County to potential investors**

With all these investment opportunities abounding in Kiambu County it is important to formalize channels for marketing Kiambu County as the ideal investment destination in Kenya, and the EAC region. This can be done through:

a) **Establishment of Kiambu County Investment Committee**

This committee, with representation from the business community, will be tasked with marketing the county as the most ideal investment destination in Kenya. The committee should be mandated to:

- Make proposals to the county government on the creation of business friendly environment, including on incentives.
- Explore potential national and international markets for Kiambu products, and develop marketing strategies.
- Developing a single business agenda for the county.
- Make proposals on improving security, access to energy.
- Coordinate the production of an annual “Doing Business in Kiambu Report”

b) **Kiambu County Investment Conference**

In conjunction with the business community, and other relevant stakeholders, Kiambu County will organize a major investment conference targeting both local and international investors. This conference will be the starting point for promoting the county to potential investors. The conference will showcase the multiple opportunities available in Kiambu County for doing business. The conference will also act as a forum for the county leadership to demonstrate its commitment to promoting business in the county. Potential investors will have an opportunity to make enquiries, seek clarifications and evaluate investment incentives available in the county.

c) **Meeting of County Governors from the Greater Central and Nairobi Region**

The leadership of Kiambu County is cognizant of the value of collaborative efforts by all counties in the greater Central and Nairobi Region. In light of this, Kiambu County government, in collaboration with key stakeholders, will organize bi-annual meetings
of governors of these counties to discuss issues of mutual interest that affect the economic prosperity of these regions. This meeting will form a key advocacy platform for the regional business agenda.

**Conclusion**

Kiambu County has the advantage due to its geographical location coupled with immense entrepreneurship potential, well educated human resource and fertile soils. This portends immense potential for economic growth as Kiambu County is already ahead in positioning itself as the industrial hub for Kenya. As such, going forward, constant and systematic collaboration and dialogue between the county government and the private sector will be crucial in devising strategies and frameworks aimed at realizing the full potential of this county. In light of the importance of consistent dialogue and collaborations, the formation of the Kiambu County Business Coalition spells a sound foundation to ensure that the County Government of Kiambu, through the office of the Governor, works closely with the private sector, thus ensuring consultations and inclusion in decision making on matters that affect the business climate of the county, as provided by the Constitution of Kenya.

In the 2013-2017 tenure of the current county leadership, public private dialogue will be achieved through quarterly round table meetings focusing on four broad thematic areas, that is: a) Agriculture & agri-business sector; b) Infrastructure & land sector; c) Service delivery in Kiambu; and, d) Investment opportunities & incentives for promotion of trade, industry & tourism.

It is therefore important that Kiambu County Business Coalition, through the BMOs and business people whose business interests fall under these sectors, form thematic groups as forums for discussions of specific issues that affect their businesses. These groups will then collate and coalesce these views and channel them to the county government, through the specific county executives. This will facilitate easier follow up by the private sector and faster requests to the private for input and engagement by the county government and speedy response by the private sector. In fact, in recognition of the important role of PPD, my government has established a communication department to ensure regular and sustained engagement with the private sector.

Members of the business community in Kiambu County who are not members of any BMO are therefore urged to pursue membership to relevant organizations to ensure their voice is heard and to strengthen the voice of business advocacy in the county.
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List of BMOs in Attendance

i. Bananas Growers Association

ii. Thika District Business Association (T.B.D.A)

iii. Kenya National Federation of Agricultural Producers (K.E.N.F.A.P)

iv. Kenya Tea Development Authority

v. Kiambu Fish Farmers

vi. Kiambu Matatu Association

vii. Kiambu Horticulture Association

viii. Thika Juakali Welfare Association

ix. Kiambu Youth Association

x. Kiambu Women in Business

xi. Kiambu Livestock Farmers

xii. Kiambu Pyrethrum Farmers

xiii. Kenya Association of Manufacturers (K.A.M)
Key Photographs