



Ministerie van Buitenlandse Zaken

# INCLUDE Working Conference

The Netherlands Embassy's  
Trade and Development  
Agenda

Presentation at Kenya School  
of Monetary Studies  
Dr. Melle Leenstra



## Netherlands Embassy Kenya

**Why?** We strongly believe that Kenya and the Netherlands have a lot to offer each other to improve the welfare and well-being of their people.

**How?** We connect Kenyans and Dutch by identifying and unlocking opportunities for cooperation and, fostering networks.

**What?** Promoting trade & investment, acting as a social investor in water and food security, safeguarding human rights, brokering knowledge & contacts and providing consular support





# Agriculture & Food Security Trade and Development Objectives

- Increased production of food and better access to markets
  - Dairy
  - Horticulture (incl. potatoes)
  - Aquaculture
- Better business climate for agriculture
  - Access to finance
  - Agricultural entrepreneurship
- Increased Dutch trade and Investment
  - Investing in sustainable trade into NL
  - Investing in market for Dutch expertise and technology





## Main questions / issues

- How can farmers be supported to produce good quality good quantity produce that the market needs?
- How to nurture social capital: trust in markets?
- What are the implications of either working through lead firms?
- How can one support farmers to use the strengths of producing for export to producing for local markets?
- Putting farmers central by understanding their reality vis-à-vis the socio-political and market context in which they operate.



# How do we use knowledge from research in the formulation of projects and programmes

We don't really do we?

Why not?

Gaps between research and policy (timing gap, focus gap)

We don't know what we don't know.

Limited time to sift through relevant knowledge

Focus on organizational and personal expertise (who can deliver the goods)

Partners insights and experiences

Formally we do not formulate... others take the initiative (at best co-creation of projects)

At best the consultants we or are partners hire will have access to the relevant research.



## What type of knowledge products do you use?

- Interaction with practitioners and experts.
  - Getting researchers involved in our programmes
- Commissioned research (mostly consultants' reports)
- What ever passes by, catches my eye, while I have the time to process



## How should existing and new knowledge base be packaged?

- Should be out in the public realm (googleable)
- Presentations are nice and accessible, but one should be able to easily 'click through' to get more detail if one needs to
- Address our reality and not pre-formulated questions



# Asanteni.