

## **Appendix 2: IDI guide for workers in export horticulture**

### **Theme 1: Actors involved in export horticulture**

Tell me about the company.

*Possible probes;*

How long has this company been in this region? What products has it focused on? Have the products changed over time? When do you produce? Throughout the year or seasonally?

Who are the consumers of the products?

What does the company do with the surplus produce after distribution?

Tell me about yourself and also your experience working in this company.

*Possible probes;*

How long have you worked here? Years? Has it been throughout or seasonal?

How was it that you started working here? What is your role in this company? Has it changed over time? What activities are you involved in on a day to day basis? Is there any other income generating activity that you are involved in? Which one? Do you own land (Bought? Inherited? Leased?)? How much land? What activities are on this piece of land?

Who manages these activities? How many are you in your household?

Is there any other member of your household who works in this company or any other export horticulture investment in this area? What is their role? How long have they worked?

### **Theme 2: Relationship between institutions (formal and informal) and actors in export horticulture**

Tell me about more about the staff in this company.

*Possible probes;*

Who are most of the staff? Male or female? Where do most of you come from? What is the process of one getting employment in this company? How many other staff do you perform the same role alongside? How many hours does each of you work per day? What is the labor cost for example in a day?

What other departments are there? Production? Processing? Distribution?

In your opinion, what are some of the benefits or advantages of working in this company?

*Possible probes;*

Health benefits? Staff welfare arrangements? Wage earnings? Capacity building?

Are there other horticulture companies in this area?

*Possible probes;*

Which ones? What are some of their products? Do you know anyone who works for any these companies? What are some of their staff arrangements?

How would you compare between working for this company and that other company.

### **Theme 3: To find out the perceptions of actors on export horticulture in relation to food security and sustainability.**

What would you say about the involvement of this company in the neighbouring community?

*Possible probes;*

Are there any initiatives in the community? Can you tell me about them? What does the community say about this company? Are there any benefits they attach to this company?

What do they say about the use of resources (land, water, labor)? Is there any arrangement regarding the use of these resources? What do they feel about the products? Do they use some of these products?

Where do you see yourself in the next five years?

*Possible probes;*

Will you still be working here? What things are you planning to have done by then? What things would you want this company to change during this period?

**Is there any recommendation you would like to give in relation to the horticulture sector? Are there any questions or any other general comments? \*Thank you for your time and for your participation**

### **Appendix 3: KII guide for the Management**

#### **Theme 1: Actors involved in the development of export horticulture investment**

History of the company

*Possible probes;*

When was the company established? Who are the owners? Has ownership changed hands at any one point? Could you tell me about your products as a company?

Explain a little bit some of the factors that inform these aspects of production. Could you talk about your labor force? How many workers / staff do you have?

What is your estimated cost of labor? Tell me a little about your role in this company. How long have you worked here? What has been your experience working as a ...?

#### **Theme 2: Relationship between institutions (formal and informal) and actors in export horticulture**

Work-force arrangements *Possible probes:* What is their term of reference (permanent / wage based / seasonal)? Who are these staff (how many male / female) (what specific roles are they charged with?) (From where do they reside / come from) Within or outside the County? What are your staff management policies? Incentives/ sanction mechanisms/ benefits/ welfare/ inductions? Are they in any way reflected / regulated by the product standards/ the target market? What are some of these regulations?

Land tenure *Possible probes;*

How big (in hectares is your farm)? Who owns the property on which this company is established? Was it bought? From who? When? Is it on lease? How long is the lease?

#### **Theme 3: To establish how the existing institutional settings of export horticulture relate to other food system.**

Tell me about how you get your products to the market. *Possible probes;* How do you process the product? By yourself or you have partnerships with processing companies? Which ones? Who is your target consumer? What is your means of transport? How frequently do you distribute the product and what considerations do you make?

How do you link to the consumer / market? (Directly / through subsidiaries (which ones) which consumer for which product? In what quantities and frequency? How do you determine the cost of the product? What are your target market expectations? Are there other companies producing for the same consumer within your catchment area? Which ones? How do you maintain your share of distribution?

What are the regulations that define the on-going operations of this company?

*Possible probes;* Do you belong to any umbrella bodies? Which ones? What role do these bodies play in the operation of the company? What standard are you vetted for? By who? How regularly? What are some of the dimensions of the regulations in regard to your work force? Use of resources? Are there any regulations regarding your use of resources in this catchment area? Which ones? By who?

#### **Theme 4: To find out the perceptions of actors on export horticulture in relation to food security and sustainability.**

What would you say about your interactions as a company with the workers/ outgrowers/ neighbouring communities? *Possible probes;*

What kind of relationship exists? Are there any activities you are involved in together? Are there any resources you share with the community?

Tell me what your aspirations as a company are in the next five years. *Possible probes;* in expansion; in continuing to operate in this area; in production; variety of products; New markets? Community involvement?

**Is there any recommendation you would like to give in relation to the horticulture sector? Are there any questions or any other general comments?**

**\*Thank you for your time and for your participation\***

#### **Appendix 4: IDI guide for community actors**

##### **Theme 1: Actors involved in the development of export horticulture investment**

Tell me a little about the economic activities in this region. Possible probes;

What crops / animals are kept? What economic activity are you involved in? Do you own land? How?

Tell me a little about horticulture in this region. *Possible probes;*

What is the nature of horticulture? What crops are produced?

What companies are involved? Who are the majority owners of these companies?

Who is the labor force for this sector?

Do you know anyone working in these farms?

##### **Theme 3: To find out the perceptions of actors on export horticulture in relation to food security and sustainability.**

Have there been any specific challenges that you have tackled in working with the horticulture sector? *Possible probes;*

How does the wider community get involved in utilization of this resource alongside the horticulture sector? Are there any initiatives in the community? Can you tell me about them?

What does the community say about this company? Are there any benefits they attach to this company? What do they say about the use of resources (land, water, labor)? Is there any arrangement regarding the use of these resources? What do they feel about the products? Do they use some of these products?

**Are there any recommendations you would like to share concerning the horticulture sector / the resource in this community?**

Are there any questions or any other general comments?

**\*Thank you for your time and for your participation\***

## **Appendix 5: KII guide for State Actors**

### **Theme 1: Actors involved in the development of export horticulture investment**

Tell me a little about horticulture in this region. *Possible probes;*

What is the nature of horticulture? What crops are produced?

What companies are involved? Who are the majority owners of these companies?

Who is the labor force for this sector?

Tell me what your experience as an organization/ authority/ body have been in working with the horticulture sector in this County. *Possible probes;*

How long have you worked in the sector? What aspects or issues have you addressed?

What arrangements on resource use have you put in place?

What has been the response of the different players in the sector in relation to your regulations and policies?

### **Theme 2: To establish how the existing institutional settings of export horticulture relate to other food systems**

What are some of the resources utilized by this sector? *Possible probes;*

As a regulating body / service provider what aspects of this sector (horticulture) do you focus on?

What resources / services are you interested in?

What portion do these companies utilize?

What do you expect of the companies in the horticulture sector?

What are some of the rules / norms/ laws or policies they are to adhere to? *Possible probes;*

How do you ensure their participation and compliance? What is your vetting process?

Are there any initiatives that work towards attainment of the regulations? Tell me about them.

Are there other bodies / organizations you work with on the same resource (s)? *Possible probes;*

Could you name them? What are their interventions or interests? How do you collaborate?

### **Theme 3: To find out the perceptions of actors on export horticulture in relation to food security and sustainability.**

Have there been any specific challenges that you have tackled in working with the horticulture sector? *Possible probes;*

Which are these challenges? How have you addressed the challenges?

How does the wider community get involved in utilization of this resource alongside the horticulture sector?

**Are there any recommendations you would like to share concerning the horticulture sector / the resource (s) your organization champions for?**

Are there any questions or any other general comments?

**\*Thank you for your time and for your participation\***

## **Appendix 6: KII guide for service providers**

### **Theme 1: Actors involved in export horticulture investment**

Tell me about your company. *Possible probes;*

What is your area of specialization in the service industry?

What services do you offer to this export horticulture investment? (Transport / freighting/ supplies and management/ marketing?)

How long have you worked together?

What are your contractual agreements?

### **Theme 2: To establish how the existing institutional settings of export horticulture relate to other food systems.**

Regulations and affiliations *possible probes;*

Do you follow any particular regulations set by the export horticulture sector in your service delivery? Which ones?

Tell me a little more about these regulations?

Have you also ascribed membership to any affiliate body in relation to your service area in this large-scale export horticulture sector? Which ones? Costs?

Tell me a little more about this membership (s)? Benefits of membership?

### **Theme 3: To find out the perceptions of actors on export horticulture in relation to food security and sustainability.**

Are there other companies you also offer similar services? *Possible probes;*

Are they located within this study area? Can you name a few?

How is your contractual engagement with them?

How long have you offered them these services?

In general, what is your take on the export horticulture companies in this area?

What has your working relationship with them been like?

Are there any specific challenges that you have encountered in your service delivery in large-scale export horticulture?

How have you tackled such challenges? Probe for time constraints etc.

Are there any areas of the sector you would want to offer recommendations on?

**Is there any recommendation you would like to give in relation to the horticulture sector? Are there any questions or any other general comments?**

**\*Thank you for your time and for your participation\***

## **Appendix 7: FGD guide for members of the workers and neighbouring communities**

### **Theme 1: Relationship between institutions (formal and informal) and actors in export horticulture**

What economic activities are most of the people in the community involved in?

Is farming being an activity mentioned, what crops are grown? Why those crops?

What is the staple food of the community? Household food security?

Do you feel that people are able to produce enough to meet their household needs?

Tell me about horticulture farming in this community.

How many companies operate farms in this community? Who are the owners of these companies? How much land do they have? How have they acquired this land?

What other resources do they use from this community? Water? Labor force?

What crops do they grow? How frequently do they grow these crops?

Who do they sell the crops to?

### **Theme 2: To find out the perceptions of actors on export horticulture in relation to food security and sustainability**

What is the interaction of horticulture companies and the community like?

What would you say are the benefits of working for an export horticulture investment?

Are there any initiatives they are carrying out or supporting in this community? How?

What do people in this community say about these companies?

Are there any things people in this community have gained / learned from the companies?

Education? Health? Infrastructure? Skills transfer?

Do people benefit from the products of this company? Are the products consumed locally?

### **Theme 3: To establish how the existing institutional settings of export horticulture relate to other food systems**

How do the community and the horticulture farms share resources (Water, land, labor)?

What portion of the resource does the community use? How much do the companies use?

How is this apportioned? Is there any institution that regulates this? Who set up the norms/ rules to govern this?

Are there any challenges or difficulties the community experiences that are related to the presence of the export horticulture investment?

Use of any the resources (water, land, labor)? Information sharing to or from the company?

Relations with the company

What would be your recommendations to the horticulture companies operating in this community?

What would be your recommendation to the government regarding horticulture in this community?

Is there a general comment or a question you would like to ask me?

**\*Thank you for your time and for your participation\***