

CAVA-Ghana

Status Report [PY4 Ending]

Nanam Tay Dziedzoave
Country Manager

Rory Hillocks
Country Coordinator

SUMMARY OF COUNTRY STRATEGY

- **By 2013,**
 - **5,000 farmers (30% women) in project target areas benefit by an average of:**
 - **\$ 81 per year from sale of fresh roots (2 t each) to processors of cassava products (fufu, gari and low quality cassava flour).**
 - **A further 5,000 farmers benefit by \$70 per year from sale of cassava roots to bin dryer .operators for HQCF production.**

STRATEGY FOR IMPLEMENTATION

- *Facilitating Linkages of Existing Farmer Groups to viable markets for cassava sales*
- *Formation of New Farmer Groups for access to training and agronomic support*
- *Facilitating Linkages of New Farmer groups to Viable Markets for cassava sales*

STRATEGY FOR IMPLEMENTATION

- *Strengthening Linkages of SSEs and SMEs to viable markets for sale of HQCF and cassava products.*
- *Promotion of HQCF production, utilisation & marketing.*
- *Building capacity of end users to utilise HQCF and other cassava products.*

Highlights of Production Related Activities

PRODUCTION	FARMERS	FPs	TOTAL
Number of groups	581.00	95.00	676.00
Total area of group farms (acres)	4,987.50	95.50	5,083.00
Number of group members	12,908.00	909.00	13,817.00
Total area of members' farms with improved cassava (acres)	8,192.24	919.26	9,111.50
Cassava roots sold for HQCF (tons)	3,315.32	948.47	4,263.79
Cassava roots sold for other markets (tons)	21,018.25	1,585.00	22,603.25

Highlights of Activities at Processor Level

PROCESSING- FPs	FPs	SMEs	TOTAL
Quantity of cassava roots bought (tons)	14,884.09	35,909.71	50,793.80
➤ From C:AVA farmer groups	12,105.79	17,382.89	29,488.68
➤ From other farmers	2,778.30	18,526.82	21,305.12
Quantity of wet cake sold (tons)	1,009.00	1,245.00	2,254.00
Quantity of high quality grits sold (tons)	56.80	152.18	208.98
Quantity of HQCF sold (tons)	512.00	1536.92	2,048.92
Quantity of traditional cassava products sold* (tons)			-
Gari	1,603.00	5,402.82	7,006.31
Kokonte	708.70	184.40	893.10

Credit Access

Performance by MLSEs	Total (\$)
Total Deposit at Holding Bank	190,751.70
Committed funds	154,469.00
Defaults Paid to lending Bank	5,714.00
Defaults yet to be paid to lending bank	21,429.00
Expected Balance after payment of defaults	163,608.7

Highlights of Activities at the Market Level

Type of Market	Type of product supplied	Number of Clients	Quantity Supplied (TONS)
Biscuit Industry	HQCF	2	112.95
Food industry	MIXED	23	1,471.12
Mosquito Coil Industry	HQCF	1	79.03
Paper industry	HQCF	1	1.3
Plywood Industry	HQCF	11	490.75
Poultry Industry	MIXED	1	30.1
Unknown	MIXED	2	14.45
TOTAL		41	2,200.49

Project Beneficiaries

SOURCE OF BENEFIT	TYPE OF BENEFICIARY	NUMBER OF BENEFICIARIES
Sale of Cassava + Wet cake	CAVA Farmers	14,744
Sale of Cassava	Non-CAVA Farmers	10,653
Working at processing site	Paid Workers at Processing sites	1,619
Working on Farms	Paid workers at Farms	6,245
Access to raw material supply	End Users of Flour	41
Access to credit	Medium Scale Processors	8
Access to markets	Small/Medium scale processors	33
TOTAL NUMBER OF BENEFICIARIES		33,343

ACHIEVEMENTS AGAINST REVISED MILESTONES

MILESTONES	REVISED TARGETS	ACHIEVEMENTS	
	March 2013	March 2011	March 2012
Farmers selling roots for flash-dried HQCF	3,150	13,052	582
Farmers selling wet cake for flash dried HQCF	142		0
Farmers selling roots for bin dried HQCF	5,000		995
Farmers selling roots for alternative drying systems	nil		9,809
Farmers selling roots for Local cassava products	8,232		5,137
Community processors serving bin dryer operators	225	Not assessed	237*
Community processors producing Local cassava products.	1,151	Not assessed	396*

*Estimates based on the assumption that each community processor processes 4 tons of cassava

ACHIEVEMENTS AGAINST MILESTONES –Obj. 2 and 3

MILESTONES	TARGETS	ACHIEVEMENTS	
		March 2011	March 2012
	March 2013		
Flash dryer units installed	2	0	0
Working capital financing of processors	25	8	1
Additional employment	400	Not assessed	1,619
Production of HQCF	4075	1175	2048.92
Purchase of HQCF	4075	1175	2048.92

ENCOURAGING DEVELOPMENTS

- National Composite Flour Committee Inaugurated – Report due June/July.
 - CAVA-Ghana playing key role
- Promotion of HQCF for domestic use
 - Workshop for hotels and restaurants by ASRuD.
 - Workshop for women groups and religious organisations by PROYCOD

ENCOURAGING DEVELOPMENTS

- Collaboration with WAAPP to train bakers and matrons of SHS in Western and Central Regions.
 - 24 Schools trained
 - 60 community bakers trained
 - Almost 1 ton of HQCF supplied within 6-month period.
- Commercial Companies getting interested in large scale cassava production for industrial starch.
 - Ghaceram Agro Development Company
 - Supercare Ghana Ltd.

CHALLENGES

- Processors abusing payment terms agreed with farmers.
- Lack of trust between farmers and processors leading to non-signing of MOUs
- Processors no longer interested in the LPG.
- Difficulties in the collection of accurate data at community level on quantity of roots sold.
- Record keeping at some processing plants still a problem.

CHALLENGES

- Lack of physical capacity still a problem.
- Lack of retail outlets for HQCF for small scale users.
- Quality of products not adequate:
 - high fibre, poor colour, bad odour, fermented pdt., etc.
- Farmers not willing to join groups because of lack of a visible benefit –
 - no financial assistance, and
 - no markets.
- Pricing still a big challenge
 - Contributory factor to quality challenges.

LESSONS LEARNT

- Channeling loans through Rural banks does not appear to be a very effective project strategy.
- Focusing financial investments on processors is a more effective way of driving the value chain
- Absence of some minimal financial assistance to farmers limits their interest in project activities.
- Inability to keep faith with farmers generates a lot of mistrust which is carried over to other projects

LESSONS LEARNT

- Failure of LPG due to narrow perception of causes of 'lack of access to credit' as lack of collateral.
- Current understanding of credit needs of processors reveals issues including:
 - Need for low interest working capital loans
 - Need for low interest loans for fixed assets
 - Need for longer repayment periods for fixed asset loans, as well as,
 - Collateral for loans

THANK YOU

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