

Sustainable Smallholder Agri-Business Cocoa-Food Link Programme

Cameroon, Côte d'Ivoire, Ghana, Nigeria, Togo



Background

Cocoa is one of the main agricultural products and exports of Côte d'Ivoire, Ghana, Cameroon, Nigeria and Togo. Over three million smallholdings produce 73% of world cocoa supply.

The average yields for cocoa and food crops remain far below the possibilities of recommended techniques. Reasons are the lack of technical and entrepreneurial skills, difficult access to input markets as well as to technical and financial services. Incomes are in average 1.50 USD per day and person. Additional agricultural income is derived mainly from food products. In addition, dependence on cocoa as source of income and price volatility lead to impoverishment, malnutrition and social problems such as child labor.

Competitive and sustainable production of quality cocoa and food commodities are priorities in the sector and economic development strategies of our five partner countries.

Our approach

The goal is to help 404,600 male and female cocoa smallholders in Nigeria, Cameroon, Côte d'Ivoire, Ghana and Togo to improve their incomes and food supplies sustainably from diversified production.

The strategy builds on achievements of Sustainable Cocoa Business project (08/2009–04/2014). We count on partnerships with over 50 public, companies and civil society organizations across the region.

We support public and private extension services to organize business skills training for smallholders following the **Farmer Business School** approach.

Agro-dealers and microfinance institutions establish with our assistance **Business Service Centres** providing inputs, technical advice, market information and agricultural loans based on formal bank savings as collateral.

With our partners, we implement **cost-effective extension on Good Agricultural Practice** including ICT-media to intensify cocoa and food production.

We support **exchange on proven approaches** across cocoa countries and beyond. A new component (since 1/2017) is the **FBS advisory facility** for interested programs, companies, organizations in Africa.

Project name	Sustainable Smallholder Agri-Business
Funded by	Federal Ministry for Economic Cooperation and Development (BMZ) European Union (New intra-ACP commodities Programme; Cocoa-Food Link Programme, FED/2014/349-955) NIRSAL of Central Bank of Nigeria (2013-15); Federal Ministry of Agriculture and Rural Development, Nigeria
Project region	Nigeria, Cameroon, Côte d'Ivoire, Ghana, Togo
Lead executing agencies	MINEPAT, Cameroon MINAGRI, Côte d'Ivoire Ghana Cocoa Board Federal Ministry for Budget and National Planning, Nigeria Ministère de l'Agriculture, de l'Elevage et de l'Hydraulique, Togo
Duration	05/2014 – 09/2019



Left: More and better cocoa → More income
Right: Strong and professional Agripreneurs
Photos: © Klaus Wohlmann for GIZ

Results so far

We have developed Farmer Business School approach with local partners. FBS covers investment strategies and management skills to use production factors and viable GAP. The modules tackle planning, cost-profit calculations for cocoa, maize and cassava, healthy nutrition, professional organization and access to financial services. 700 specialized FBS trainers from our partners have trained more than 358,000 smallholders (27% women) since 2010. We have supported ten other programmes of German Development Cooperation to adapt FBS. 35 FBS curricula are implemented in 15 African countries.

Business Service Centers in Côte d'Ivoire (6) and Ghana (3) supply legally approved inputs, spraying services, information on GAP and market issues. They link farmers to finance institutions. In Cameroon, 7 BSC are hosted by village banks and a diocese. They provide access to finance based on savings. ONCC Cameroon hosts three BSC providing FBS and GAP training. All together, the 19 BSC served over 44,000 smallholders (20% women). The Cooperative Business School (CBS) approach will strengthen service delivery of cooperatives.

38 new extension curricula comprise Good Agricultural Practice and economics for cocoa and food products. Since 2015, 624 extension agents of our partners have trained 109,758 smallholders (24% women) on GAP for cocoa and 116,660 smallholders (31% women) GAP for food production.

Selected Impacts

- 57% of FBS graduates opened saving accounts.
- 41% received loans for cocoa or food production.
- 45% of trained groups registered producer organizations
- Cocoa yields increased between 33 and 50%.
- Maize yields increased between 50 and 100%.
- More income from non cocoa products between 630 and 830 EUR (Baseline: 54 to 165 EUR per household; according to country)



All Photos © GIZ

Partners

Cameroon	Office National Cacao Café ◆ MINADER Regional Delegations Centre, South, South-West, Littoral ◆ Dioceses Sangmélima, Ebolowa et Obala ◆ Micro Finance et Développement (MIFED) Village bank Association A3C ◆ Cameroon Credit Cooperatives Union League Ltd ◆ CICC ◆ SOTRAMA ◆ Green innovation centres for the agriculture and food sector Cameroon (BMZ/SEWOH)
Côte d'Ivoire	CCC ◆ ANADER, Directions régionales Centre-West, Centre-Est et Centre-Sud ◆ CropLife Côte d'Ivoire ◆ OLAM ◆ Blommer ◆ ECOM-ZA-MACOM ◆ WCF ◆ UNACOOPEC-CI ◆ Phytobusiness ◆ Kayanne ◆ ECOGA ◆ Sow Chem ◆ Mondelez Cocoa Life ◆ ProPlanteur ◆ ProCacao
Ghana	Ghana Cocoa Board / Cocoa Health and Extension Division ◆ Mondelez ◆ Agro-ECOM Ghana ◆ Rainforest Alliance ◆ Solidaridad ◆ Touton Fidelity Bank ◆ Dizengoff Ghana Ltd.
Nigeria	Federal Ministry of Agriculture and Rural Development ◆ ADP of Abia, Cross River, Edo, Ekiti, Ondo, Osun States Green innovation centres for the agriculture and food sector - Nigeria (BMZ/SEWOH)
Togo	GIZ Programme pour le Développement Rural y compris l'Agriculture (ProDRA) ◆ FUPROCAT ◆ MGPC ◆ ICAT ◆ UTCC
Regional	Competitive African Cotton Initiative ◆ Competitive African Rice Initiative ◆ GIZ / CAADP Support Program Green innovation centres for the agriculture and food sector (BMZ/SEWOH, Mali, Tunisia)

Published by Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH
Registered offices Bonn and Eschborn, Germany
Sustainable Smallholder Agri-Business Program
2, Dr Clement Isong Street, Asokore, Abuja, Nigeria
T +234 815 520 4696
Dr. Annemarie Matthes, Head of Programme
annemarie.matthes@giz.de
www.giz.de
As at January 2016

GIZ is responsible for the content of this publication.

On behalf of Federal Ministry for Economic Cooperation and Development (BMZ)
Addresses of the BMZ offices
BMZ Bonn
Dahlmannstraße 4
53113 Bonn, Germany
T +49 (0)228 99 535-0
F +49 (0)22899535-3500
poststelle@bmz.bund.de
www.bmz.de
BMZ Berlin
Stresemannstraße 94
10963 Berlin, Germany
T +49 (0)30 18 535-0
F +49 (0)301 8535-2501