



Implemented by:



Sustainable Smallholder Agri-Business West and Central Africa

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 75% of world cocoa. 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 from cocoa are important but volatile, remaining generally below the poverty line. Additional agricultural income is derived mainly from food production. Dependence on cocoa as source of income and price volatility perpetuate poverty, malnutrition and social problems such as child labor.

- We support partner to institutionalize proven approaches for full ownership and sustainability beyond the programme.
- The FBS advisory facility assists interested programs, companies, organizations in Africa to introduce and adapt FBS and other agribusiness trainings for large scale implementation.

Our approach

The goal is to help 475,000 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.

We cooperate 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 (FBS)** approach.
- Agro-dealers and microfinance institutions establish with our assistance **Business Service Centres (BSC)** providing inputs, technical advice, market information and agricultural loans based on formal savings.
- With our partners, we implement cost-effective extension on **Good Agricultural Practice (GAP)** including ICT-media to intensify cocoa and food production.



Sustainable Smallholder Agri-Business	
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Project region	Nigeria, Cameroon, Côte d'Ivoire, Ghana, Togo
Lead executing agencies	MINEPAT, Cameroon MINADER, 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
Right: Strong and professional Agripreneurs
Photos: © Klaus Wohlmann for GIZ

Results so far

We have developed the **Farmer Business School (FBS)** approach with local partners. FBS covers investment strategies and management skills to use production factors and viable GAP. Modules tackle planning, cost-profit calculations, healthy nutrition, professional organization and access to financial services. Specialized FBS trainers from our partners have trained over 480,000 smallholders (29% women) since 2010. We supported 22 other programmes of German Development Cooperation to adapt FBS. In total, 55 FBS curricula are implemented for over 1,300,000 smallholders in 19 African countries.

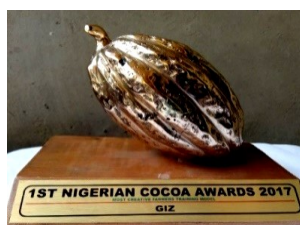
40 extension curricula on **Good Agricultural Practice (GAP)** and economics for cocoa and food products are used for cost-effective extension. Since 2015, 624 extension agents of our partners have trained over 190,000 smallholders (30% women) on GAP for cocoa and GAP for food production.

Business Service Centers (BSC) supply legally approved inputs, spraying services, information on GAP and market issues or provide access to finance based on savings and GAP. All 42 BSC served over 153,000 smallholders (20% women). 233 Young Service Providers have treated 24,950 ha cocoa farms on cash basis.

In **Cooperative Business School (CBS)** trainings, 3,421 managers and members of 523 Cooperatives and groups have acquired the tools and skills to strengthen and expand service delivery to their members.

Selected Impacts

- 240,240 FBS graduates (51%) opened saving accounts
- 63% more cassava (9.7 t/ha) and 103% more maize (2.01t/ha).
- Through the adoption of profitable GAP and resulting yield increases, trained smallholders generate estimated non-formal 285,000 full-time job-equivalents per year
- 45% of 16,600 trained groups registered producer organizations.
- In Nigeria, 6 State level FBS Multi-Purpose Cooperative Unions Ltd. emerged (Abia, Cross River, Edo, Ekiti, Ondo, Osun) with over 800 member organizations.
- Per capita income increased to 1.69 USD (8% plus, in real terms 2011) despite historically low cocoa prices.
- Starting from baselines between 70 to 205 USD, trained smallholders increased their real income from food production from 668 USD (Togo) to up to 3,581 USD (Nigeria) thus buffer volatile incomes from cocoa.



Partners

Cameroon	ONCC ♦ MINADER - DOPA ♦ MINADER Regional Delegations Centre, South, South-West, Littoral ♦ Dioceses Sangmélina, Ebolowa et Obala ♦ MIFED ♦ Village bank Association A3C ♦ CamCCUL Ltd ♦ CICC ♦ SOTRAMAS ♦ PADER ♦ PROPFE ♦ PDIZTF
Côte d'Ivoire	CCC ♦ ANADER, Directions régionales Centre-West, Centre-Est et Centre-Sud ♦ CroLife Côte d'Ivoire ♦ OLAM ♦ ECOM-ZAMACOM 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 ♦ Agricultural Development Programmes and FBS Multipurpose Cooperative Unions of Abia, Cross River, Edo, Ekiti, Ondo, Osun States
Togo	GIZ Programme pour le Developpement Rural y compris l'Agriculture (ProDRA) ♦ FUPROCAT ♦ MGPC ♦ ICAT ♦ UTCC
Regional	COMPACI ♦ CARI ♦ ComCashew ♦ BMZ/SEWOH, Green innovation centres for the agriculture and food sector Burkina Faso, Benin, Cameroon, Ethiopia, Ghana, Malawi, Mali, Nigeria, Togo, Tunisia, Zambia) and ProSOL Benin

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