



Comcashew's work contributes towards the Sustainable development goals



Promoting Competitiveness of the African Cashew Value Chain: The Competitive Cashew initiative (ComCashew)

The Competitive Cashew initiative - ComCashew (formerly African Cashew initiative - ACi) is a private-public partnership project under the implementation of the Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH. Currently in its third phase, ComCashew focuses on building a sustainable cashew value chain and increasing the competitiveness of African cashew production and processing by constituting a new era of multi-stakeholder partnership in development cooperation.



Donors and private companies work hand in hand to achieve poverty reduction in project countries - Benin, Burkina Faso, Côte d'Ivoire, Ghana, Mozambique and Sierra Leone. ComCashew's interventions are based on 4 main objectives:

Objective 1

Production



'Increasing raw cashew nut production and quality'

Objective 2

Processing



'Increasing quantity and quality of African cashew kernel and cashew by-product processing'

Objective 3

Supply Chain Linkages



'Establishing and expanding sustainable links to the global market place'

Objective 4

Sector organization



'Advocating policies that favour cashew production and processing'

ComCashew/GIZ was honoured in Paris by the Development Assistance Committee and the OECD, with the 2015 DAC Prize for Taking Development Innovation to Scale for its successful commitment and ambitious realisation of the GIZ program – African Cashew initiative (ACI).

"The objective of the DAC Prize for Taking Development Innovation to Scale is about investing in what works, and encouraging more of it". (Douglas Frantz, OECD)

Competitive Cashew initiative

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Achievements

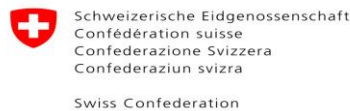
Since 2009, huge progress and impact has been made for over 500,000 farmers and about 40 processing companies. Furthermore, about 530,000 new jobs have been created in Benin, Burkina Faso, Côte d'Ivoire, Ghana and Mozambique – 74 per cent in production, 19 per cent in trade and 7 per cent in processing. In addition, the following have been achieved in the five countries:

- **512,000 farmers** trained (19% women) since 2009.
- About **€ 480 million in cumulative income** from cashew production since 2009.
- About **€ 880 in annual income per farmer in 2018**.
- About **450 graduates** of Cashew Master Training Program (33% women) since 2013.
- Over **€25 million in income** generated through **processing** in 2018.
- Between 2015 and 2018, the **number of people employed in cashew processing has more than doubled** from about 16,000 to 38,000 (of which 78% are women).
- **45 matching grant projects** at **€15 million**.
- Over **€40 million new taxes** annually on RCN for selected cashew-producing countries.

ComCashew at a glance

The Competitive Cashew initiative (ComCashew) is funded by the German Federal Ministry of Economic Cooperation and Development (BMZ), the Swiss State Secretariat for Economic Affairs (SECO) and public and private partners.

Funding Partners:



Federal Department of Economic Affairs, Education and Research EAER
State Secretariat for Economic Affairs SECO

Swiss Confederation

Implementer:



Budget:

Total: more than € 139 million (€ 30.7 million from BMZ, € 29.9 million co-financing and over € 79 million in the cashew sector from public and private partners)

Partners:



Project Duration:

Phase 3: May 2016 to December 2020

Project Countries:

Benin, Burkina Faso, Côte d'Ivoire, Ghana, Mozambique, Sierra Leone

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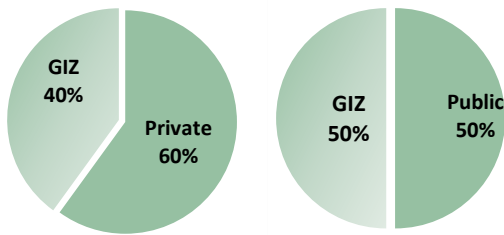
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A Fund for Cashew The ComCashew Matching Fund

The ComCashew Matching Fund is a unique private-public partnership model and the only fund for cashew worldwide set up to accelerate the development of the cashew industry. After its introduction in September 2012, there are 27 Matching Fund projects being implemented in Benin, Burkina Faso, Côte d'Ivoire, Ghana and Mozambique. Farm productivity and farmer income ultimately benefit from public and private investments. Business linkages are strengthened with the Fund. This allows reduced transaction costs and assures quality and traceability.

What is the Matching Fund?



ComCashew/GIZ contributions:

Minimum Amount: €50,000
 Maximum Amount: \$250,000 or €200,000

Duration:

12 – 24 months (with possibility to extend)

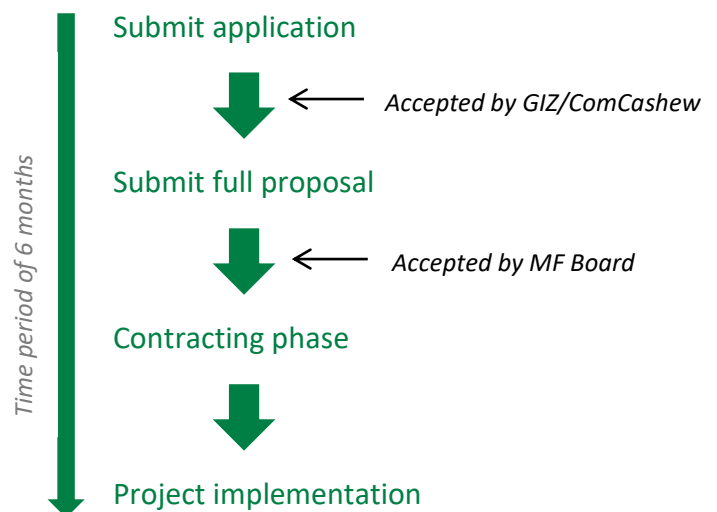


Source: ComCashew/GIZ, Cashew processing factory

Who can apply?

- Processors of cashew nuts and apples
- Farmer-based organizations
- Buyers/traders who purchase cashew kernel or apple produce from Africa
- International kernel retailers
- Private Sector Foundations
- Government / Research

How to apply?



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Achievements so far ...

Who are involved?

- 🌱 3 cash funders [Bill and Melinda Gates Foundation, The German Federal Ministry for Economic Development and Cooperation (BMZ) the Dutsch Sustainable Trade Initiative (IDH)]
- 🌱 7 countries (5 ComCashew countries, Gambia and Kenya)
- 🌱 7 research institutions
- 🌱 15 processors, retailers
- 🌱 5 Government and government organisations
- 🌱 201 Farmer unions

What is the impact?

So far, 27 Matching Fund projects have been funded by ComCashew partners). 12 of these projects are involved in improved planting, and 15 projects, in building supply chain linkages. These projects have contributed in increasing nut quality and ensuring sustainable growth in production and consequently in promoting sustainability in the cashew supply chain. The matching fund grant has resulted in:

- 🌱 69% of Raw Cashew Nut (RCN) directly sourced from Farmer-Based Organisations
- 🌱 Increase of RCN quality (KOR) by 1.6 percentage points on average
- 🌱 Increased farmer incomes; 5% mark-up on prices to farmers
- 🌱 Reduced transaction costs and costs of intermediaries, due to the increased linkage of private partners
- 🌱 Enhanced knowledge transfer to farmers



Source: ComCashew/GIZ, improved planting materials)

Status: May 2016

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In cooperation with



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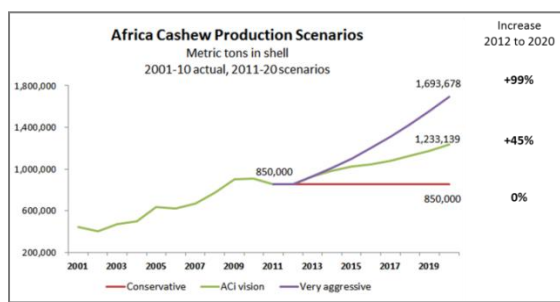


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African Cashews: 10 Great Reasons to invest now!

1. Growing demand

Demand for the world's favorite nut is growing. In the past 10 years cashew consumption in India has more than doubled, Europe has grown by 30% and China is on the rise too. Africa is the only continent that has the opportunity to supply this demand by increasing yields and investing in processing.



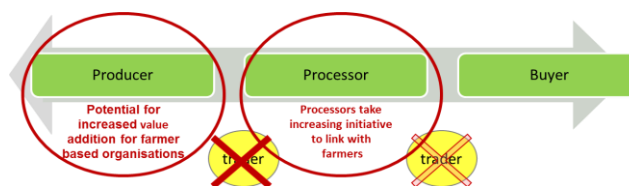
Research by the African Cashew initiative (ACI), now Competitive Cashew initiative (ComCashew) defined three scenarios, presenting how increased African production impacts cashew supply and resulting prices. By implementing Good Agricultural Practices (GAP) and adopting improved planting material, African cashew farmers have a great opportunity to increase yields and feed the new processing plants which are beginning to emerge around the continent.

2. Cashew processing in Africa is competitive & profitable

Africa accounts for 53% of global cashew production, but less than 10% of global processing. Through local processing there is value addition potential of US\$ 2.8 Billion every year and potential employment of 275,000 people in the processing plants. ComCashew has a vision to double processing volumes by 2020 working with and supporting commercial investment and private capital.

3. Efficient and inclusive supply chain management

As demand grows the market has become supply driven. A strong and structured raw material supply chain is in place with functional traceability systems such as the SAP and 3S systems. Value addition is increasing and has huge potential. Close market linkages reduce transaction and logistical costs. They ensure a sustainable supply of volumes and quality of raw material. This in turn creates a substantial opportunity to market distinctive African origin products or to add further downstream value addition securing supply and reducing risk.



4. Cashew sector risks and returns are well known and documented by ComCashew

Processing is a highly profitable business with output prices responsive to input price changes. Processing close to the origin means that long term sustainable and traceable supply chains can be built for new processing plants. We demonstrate the economics and attraction of investment.

5. New sector for policy formulations and organisation

Furthermore, ComCashew in cooperation with the African Cashew Alliance (ACA) inform policymakers and government officials about the potential of cashew-related income for poverty reduction and the importance of value addition for cashew producing areas. African governments are already implementing and improving enabling policies and strategies to ease access to the local cashew sector for international companies in growing African economies.

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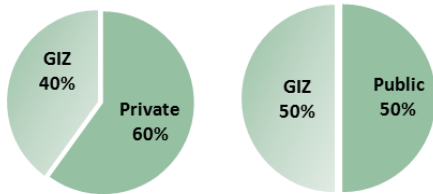
6. A strong African cashew network

The African Cashew Alliance (ACA) is a strong network for cashew sector actors in Africa with objectives to:

1. Increase processing of cashews in Africa
2. Improve competitiveness, sustainability and growth in the African cashew industry
3. Facilitate public-private cooperation in the cashew sector. National associations of producers, processors, exporters are emerging and growing. ComCashew's Master Training Program also provides a platform for regional exchange and creates a strong network of actors. A growing interest in the sector has led to the creation of the International Consultative and Technical Cashew Council (ICTCC) initiated by Côte d'Ivoire, with ComCashew support.

7. The Matching Fund

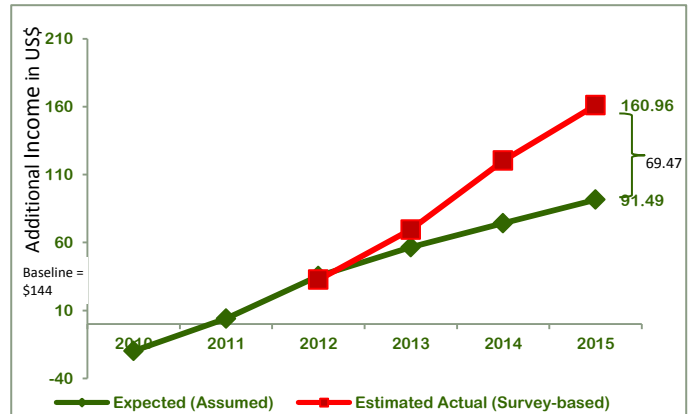
The Cashew Matching Fund is an effective instrument for private ownership. It offers an opportunity for structured investment in the sector or scaling up on activities such as farmer linkages and market information systems. Public sector commitments are leveraged, 1 is to 1 by the Fund whereas those by private partners are 1.2 is to 1 by the Fund.



8. Pro-poor growth

Average additional net income per ComCashew trained farmer on good agricultural practices is US\$ 160 over the baseline amount of \$144 compared to those not adopting recommended practices. This shows a net income increase of 111% for cashew farmers. As most of the income is through family labour of smallholders, the additional family income is US\$600.

Building incomes

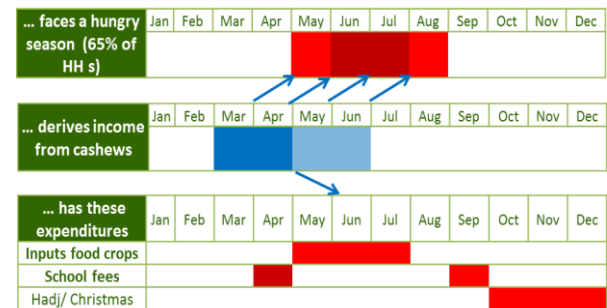


Source: ComCashew/GIZ Farm Economic Modelling on the basis of expert information and yield survey data

9. Food security for rural households

ComCashew's research shows that growing cashew helps households to diversify their income and to get through the period of food insecurity.

Making a real impact



10. Climate change & cashew trees

Cashew trees were originally brought to most countries in Africa to retain soil in dry areas. They are suitable for poor dry lands and can withstand drought. Climate change provides opportunity for cashew production to expand and replace other cash crops such as cocoa. It can offer a buffer against climate change impact on food crops and low farm income. (Status: November 2016)

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Eat more cashews! “A cashew a day, keeps the doctor away”

Cashew kernels, popularly known as cashew nuts, are white kernels in a kidney shaped shell attached to the bottom of the cashew apple, the fruit of the cashew tree. Cashews are among the most nutritious and healthiest nuts: low in fat, zero cholesterol, high in protein with many important vitamins and minerals.

Nutritional Facts & Health Benefits of Cashew Nuts

- 🌰 Research conducted by the Madras Diabetes Research Centre in October 2015 found that taking 30 grams of cashew kernels per day over a three-month period can increase good cholesterol levels. This can help reduce the risk of heart disease.
- 🌰 They contain less fat than most snack nuts, including groundnuts, almonds and pecans. The fats in cashew are heart-healthy monounsaturated fat. Though high in calories, cashew nuts are high in energy and dietary fiber, which is good for managing weight gain.
- 🌰 Cashew nuts are high in copper which promotes several physiological processes such as iron utilization and the elimination of free radicals, development of bone and connective tissue, the production of the skin and hair pigment melanin as well as vitamin E which prevent skin aging and tissue damage.
- 🌰 Cashews are a great source of protein and are essential for vegetarians and vegans (<http://www.whfoods.com/genpage.php?tname=foodspice&dbid=98>)
- 🌰 Cashews contain a high amount of vital minerals such as phosphorous, which builds bones and teeth, magnesium which promotes energy release and bone growth.



Source: ACi, Cashew apple with raw cashew nut

- 🌰 Cashew nut is a good source of iron, essential for the formation of hemoglobin, an important component of red blood cells that transports oxygen from the lungs throughout the body. This is especially vital for pregnant women for blood production to nourish the fetus and also to help stave off fatigue. Consuming cashews regularly and in moderate servings can prevent type-2 diabetes as the nut can help stabilize blood sugar levels in diabetics and reduce high cholesterol.
- 🌰 Cashews are a great source of protein and serve as food supplements for vegetarians. (<http://www.africancashewalliance.com/en/about-cashew/cashew-and-health>)
- 🌰 Research showed that taking cashews instead of prescription drug can reduce depression in some people because of the high level of tryptophan in cashews, an active substance used in drugs against sleeping disorders and

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depressions (Lucinda Bevan MD; Brain Nutrition).

Nutritional Value per 100g (3.5oz) of unroasted / plain Cashew Nuts

Nutrient	Nutrient Value	Percentage RDA
Energy	553Kcal	28
Carbohydrates	30.19g	23
Proteins	18.22g	32.5
Total fat	43.85g	146
Cholesterol	0	0
Dietary fibre	3.3g	8.5
Vitamins		
Vitamin A	0	0
Vitamin C	0.5mg	1
Vitamin E	5.31mg	35
Vitamin K	9.1ug	3
Electrolytes		
Sodium	12mg	1
Potassium	660mg	14
Minerals		
Calcium	37mg	4
Copper	2.195mg	244
Iron	6.68mg	83.5
Magnesium	292mg	73
Manganese	1.655mg	72
Phosphorus	593mg	85
Selenium	19.9mg	36
Zinc	5.78mg	52.5

%RDA=percentage of Recommended Daily Allowance

Source: USDA national nutrition database, 2014

Nutritional Facts & Health Benefits of Cashew Apples

- Cashew apples are an excellent source of Vitamin A, B and C, high in antioxidants and minerals. They contain 5x the vitamin C content of oranges, 12x the vitamin C content of pineapple, carries important antioxidants, iron, calcium and is rich in mineral salts. (Roméo CORMIER, September, 2008.)

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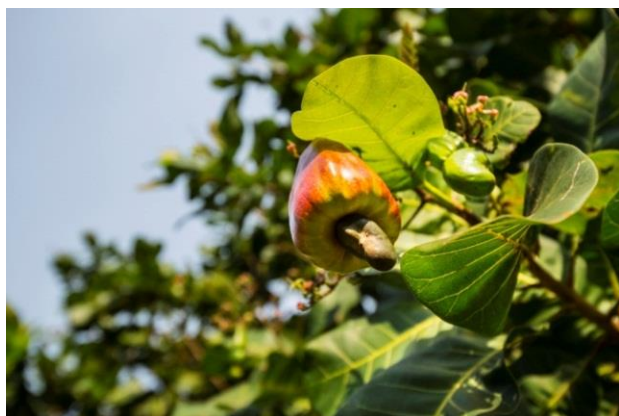
- Roots, stems, and fruits extracts are used in traditional medicine for the treatment of infectious, inflammatory and oxidative stress conditions (Sokeng et al., 2001, Chen and Chung 2000, Ojewole, 2004; Olajide et al., 2004; Olajide et al., 2013).
- The trees leaves and bark kill bacteria and germs, dry secretions, increase the libido, and reduce fever, blood sugar, blood pressure and body temperature.
<http://www.netjournals.org/pdf/AMPR/2015/3/15-024.pdf>
- In West Africa and South America the infusion of cashew leaves is used for the treatment of gastritis and diarrhea, mouth ulcers (Kudi et al., 1999; Akinpelu, 2001; Goncalves et al., 2005; Taylor, 2005).
- In Cuba and Brazil, cashew apple juice, without removal of tannin, is prescribed as a remedy for sore throat and chronic dysentery, an infection of the intestines resulting in severe diarrhea.
https://www.hort.purdue.edu/newcrop/morton/cashew_apple.html
- Contrary to widely accepted myth, studies have shown that eating cashew apples with milk or mixing the two is not toxic and would not cause any health problems (ADOU, M., et al, 2013). In fact, there is a popular Jamaican cashew apple juice recipe that combines cashew apple juice with condensed milk. There is no excuse to be deprived of the health benefits of the tasty and healthy cashew apple and the very nutritious cashew nuts. www.jamaicans.com/cashew-fruit-juice-recipe

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The Economic Potentials of Cashew Apple Processing

In Africa, about 10 billion kilograms of cashew apples are produced every year. While flavorful in their own right, cashew apples are often discarded once the raw cashew nut is harvested and separated from the apple. Yet, the cashew apple is very nutritious and has a high potential of becoming a healthy part of the African diet.



Cashew fruit on a tree

“An apple a day, keeps the doctor away”

The Cashew apple has a fibrous flesh full of juice and is a visual relative of bell-peppers in the vegetable family. Cashew apples are an excellent source of Vitamin C. They are high in antioxidants and minerals:

- 5x the Vitamin C content of oranges
- 12x the Vitamin C content of pineapple
- Carries important antioxidants, iron and calcium
- Rich in mineral salts
- Good source of Vitamin A & B

Cashew apple products

The delicious and highly nutritious cashew apples can be consumed as table fruits or in various other forms after being processed. Derivatives are either juice or pulp based. Cashew producing countries worldwide offer a variety of cashew apples products.

Table apple: At the farm level the best apples can be reserved for table consumption.



Dried Cashew Apples: Similar to dried mango, cashew apples can easily be dried at community level.



Sweets and candies: Cashew apple pulp is an excellent base for sweets.



Juices and Nectar: Juice processing requires further operations. The apple can be processed into pulp first to ensure a continuous supply throughout the year.



Jams, syrups and honey Cashew jams, syrups or honey are made from the pulp.



Alcoholic Drinks: Wine, Beer, Brandy

Producing cashew alcohol can be very lucrative. In other parts of the world, such as Brazil, these products are commonly found. Cashew apples can also be used to produce vinegar, bakery products such as cake, bread or biscuits.



The potential for cashew apple processing in Africa

About 50 % of the African cashew apples harvested could be processed into food products, if processing took place in medium or large scale factories. However, a lack of awareness and know-how about

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proper harvest and post-harvest procedures hampers investments.

Creating a market for cashew apple products

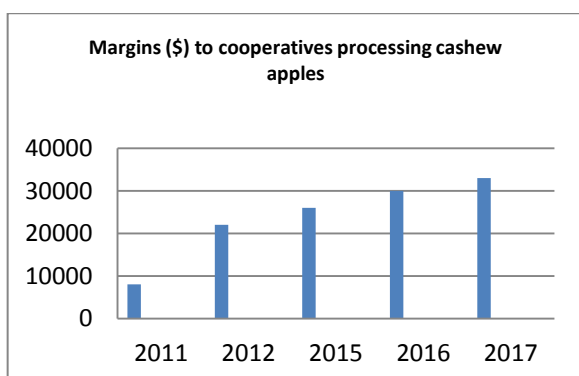
Cashew apple processing improves the profitability and competitiveness of the cashew value chain by adding value to the cashew apple and thus increasing household income. In addition to the economic advantages, cashew apples contribute to the food supply and a more healthy diet.

Cashew apples reduce malnutrition

The annual cashew apple crop of 10 billion kilograms in Africa can be processed into at least 2.5 billion kilograms of juice and puree. The consumption of only one third of this cashew juice and puree by children between 4 and 14 years would cover their Vitamin C requirements by more than 85 % during the cashew harvesting season. Thus cashew apples have a real potential to reduce malnutrition in the rural areas.

ACi's intervention: cashew apple processing

Considering the significant potential for improving the cashew value chain, the African Cashew Initiative (ACi) commissioned a study showing the potentials of medium to large scale commercial production and sale of cashew juice and puree in Africa. At the same time pilot projects for the small-scale, community-based production of cashew apple products were initiated.



Source: ACi: cashew by-product study

Cashew apple processing has become a profitable business. ACi supported communities have almost

tripled their margins from cashew apple processing over the last four years. Margins are expected to grow. ACi continues to support processors through technical assistance and business development services to promote the development of cashew apple products. ACi's efforts paved the way towards commercial production of cashew juice and drinks in African countries.

Cashew apple: creating additional income and nutrition for farmers groups and entrepreneurs

- Strengthened regional economy & food supply
- Higher profitability and competitiveness of cashew value chain
- Increase in farmer income
- Additional source of income for women & entrepreneurs
- New agricultural and industrial employment opportunities

Farmer cooperatives. Cashew processors. Investors.

Seize this opportunity. Develop a highly profitable cashew apple processing industry and create competitive products for the domestic and export market. Invest Now!



Source: ACi: cashew apple juice processing on community level

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How are cashews graded and classified in international trade?

Every processor aiming to sell his cashew kernel to the international market, especially towards Europe and the USA, must ensure that his product meets the specific quality requirements.

Various international grading standards exist but the AFI (Association of Food Industries) system is the most widely accepted. One of these requirements is to give information on the grade of the product.

Cashew kernels are classified into 27 grades or categories depending on physical attributes: color, shape and size.

This document helps you understand the language of cashew grading and classification, basics for international trading of the cashew kernel.

Classification based on the size and shape
Cashew kernels are classified into Whole, Butts, Splits or Pieces.

Whole (W)



A cashew kernel is classified as whole if it has the shape half-moon. This grade may also be designated as W. The kernel cannot be classified as whole if more than 1/8th of the kernel has been broken off.

Butts (B)



Butts are kernels which are broken **crosswise**. Kernels classified as butts are less than 7/8 but more than 3/8 of a whole kernel. Normally, the cotyledon/connecting piece is still naturally attached. This grade may also be designated as B.

Splits (S)



One half of a cashew kernel that has been split lengthwise, provided not more than 1/8 of its cotyledon has been broken off. This grade may also be designated as S.

Pieces

Pieces are smaller size kernel pieces. There are categorized into the following in a decreasing size order.



large pieces (LWP, SP, SPS, etc.)

small pieces (SWP, SSP, DSP, etc.)



chips (CHIPS, SSP1, SSP2, SSP3)

baby bits (BB, G1, G2, G3)



fine grains (X)

fines (FE)

mixed pieces (P1M, P2M, P3M)

Classification based on the color

Cashew kernels are also classified according to their color. The color classification takes into account their sizes (whole or pieces) and may be white (W) or scorched (S). The following table shows the various grades and the corresponding color characteristics.

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Cashew kernel grade and classification

Grade	Color characteristics
First quality fancy	Uniformly white, pale ivory or light yellow
Second quality scorched	Yellow, light brown, light ivory, light ash-grey or deep ivory
Third quality special scorched	Deep yellow, brown, amber, and light to deep blue. They may be slightly shriveled, immature, light-brown speckled, blemished or otherwise discolored.
Fourth quality	They have the same color characteristics as the first or second quality but have pitted spots
Lightly blemished wholes (LBW)	Light brown, light ivory, light ash-grey or deep ivory. Kernels may show light brown speckles or blemishes on the surface, provided that not more than 40 percent of the kernels are affected
Lightly blemished pieces (LP)	They may be light brown, light ivory, light ash-grey or deep ivory. Pieces may show light brown speckles or blemishes on the surface, provided that not more than 20 percent of the pieces are affected.
Blemished wholes (BW)	Deep yellow, brown, amber or light to deep blue. Kernels may be slightly shriveled, immature or may be brown speckled or blemished on the surface, provided that not more than 60 percent of the kernels are affected.
Dessert	Cashew kernels may be scraped, deeply scorched, shriveled, deep-brown-speckled, black-speckled, blemished or otherwise discolored

Source: AFI specification for cashew kernels

Size designation

Finally, an estimation of the amount of kernel per kilogram or pound is also added to the classifications above. It is compulsory for first quality/fancy cashew kernels but is optional for other whole grades.

Size Designation	Count per	
	Kilo	Pound
180 (or SLW)	266-395	140-180
210 (or LW)	395-465	180-210
240	485-530	220-240
320	660-706	300-320
450	880-990	400-450

Source: AFI specification for cashew kernels

Quality grade composition in international trade

A typical grade as indicated on the package of kernels therefore looks like the following:

XX – 000

XX are the letters for the color and the brokenness of the nuts e.g. WW (White, Whole)

000 are the number for the amount of kernel per kilogram e.g. 320

WW320 is therefore the grade of the kernel as marketed on the international market

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Competitive Cashew initiative

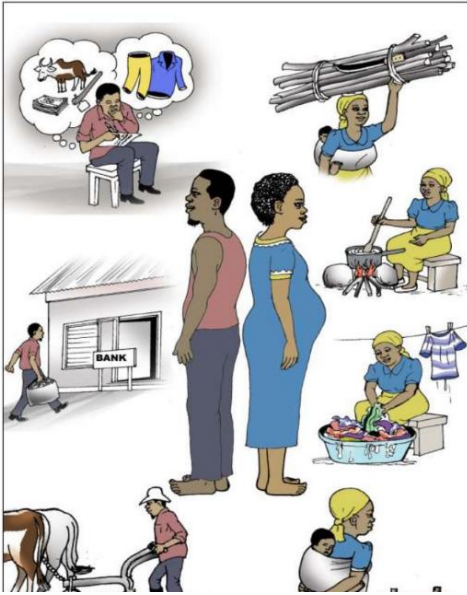
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A4SD Gender Factsheet

“The African farmer and her husband”



COMPACI (2016) gender training material

“The African farmer and her husband...” This Proverb entails the essence of the importance of women in the African agricultural sector: women form the backbone of African smallholder farming. However “significant gender inequalities can be found in people’s access to [...] key productive assets and services: land, labour financial services, water, rural infrastructure, technology, and other inputs” (World Bank 2009). The gender division of labour in rural African families depicted on the picture on the left is very striking...

Being aware of this problematic is key to address the inequities in African (and beyond African) smallholder farming. Designing the value chain (VC) projects of the umbrella programme Agricultural Value Chains for Sustainable Development (A4SD), this problematic was proactively included in every planning step of the its four projects. The four projects, which operate in 15 countries, are:

- the Competitive African Cotton Initiative (COMPACI) on cotton,
- the Competitive African Rice Initiative (CARI) on rice,
- the Competitive Cashew Initiative (ComCashew) on cashew, and
- the Sustainable Smallholder Agribusiness / Cocoa-Food Link Program (SSAB) on cocoa and food crops.

The projects have had considerable impact on the lives of women. Thus, more than 400,000 women were trained in Good Agricultural Practices (GAP) and in Farmer Business School (FBS). In the trainings, they learnt how to apply GAP on their fields and FBS strengthened smallholders’ business attitudes, their management skills and bookkeeping. This is one precondition to be able to get a credit or to access other agricultural inputs, important points to strengthen

female farmers’ agency. On average, men and women increased their income by up to 150% by implementing lessons learnt in GAP and FBS training.

Beyond production, the projects also promoted women in other value chain segments. However, let us not stay on a general level. Let us look at concrete example and listen to farmers and other sector actors telling their stories:

Gender successes in FBS trainings:

Until 2017, SSAB has trained more than 400,000 farmers in Farmer Business School (FBS). More than 110,000 of them are women. FBS strengthens smallholders’ business attitudes and management skills for better and diversified incomes and nutrition. As a result of the training farmers could increase their yields by an average of 55% for cocoa and 50% for maize.

Bibiane Ndzana participated in an FBS training in 2012. She lives in a rural area in Cameroon. After attending FBS training her life seriously changed: “After FBS in 2012, I do my cropping calendar and my operating account for my farms regularly. I apply the Good Agricultural Practice and plan my expenditure. I save and I am qualified for loans. I diversified production including groundnut.

I increased my profit from 1,200 EUR from 4 hectares in 2013, to 5,500 EUR from 6.5 hectares in 2015. I pay my children’s school fees easily now. My son will take over.”



Bibiane Ndzana (2015) in front of her field



Pieter Sipole Lubinda (2015) with his wife and son

Peter Sipalo Lubinda attended an FBS training in Zambia. He could seriously increase productivity of his farm and increase the well-being of his whole family: “Through FBS I learnt to think like a businessman so that I make money from my farming activities. Last season, I was able to produce more than 1,000 kg per hectare of cotton compared to my initial results of 450 kg - 600 kg per hectare.

In addition to cotton, I diversify my production, and now I grow maize, groundnut and vegetables to improve my family’s health and wellbeing. From the money I earned I was able to build a nice house for my family with roofing sheets. We also purchased cows, goats and chickens, which we didn’t have before. I am a lead farmer in my community, so I help others by demonstrating the good agricultural practices.”

ICT and Gender: SSAB developed gender sensitive training videos



SSAB (2017) training video of GAP for maize

One reason for the success of our training is the projects’ gender sensitive training material. A good example is the SSAB project’s training videos released in 2017: SSAB developed one video on GAP for maize and another one on good nutrition practices. The characters in the video, Obi and Aminat, are a couple who do cocoa farming. The videos draw a picture of two human beings having equal rights and responsibilities in their relationship and in regards to their farming activities. Thus Obi tells us, that in “February we clear the plot from all herbs” while weeding with a machete while Aminat is raking the herbs. And while Aminat tells us that “the roots of maize needs a well prepared seed bed”, she and her husband “work the soil well” side by side. The same is true for the video on nutrition. Both husband and wife tell us the story of their mutual good nutrition practices. If you want to know more, please find the videos on the [SSAB website](#).



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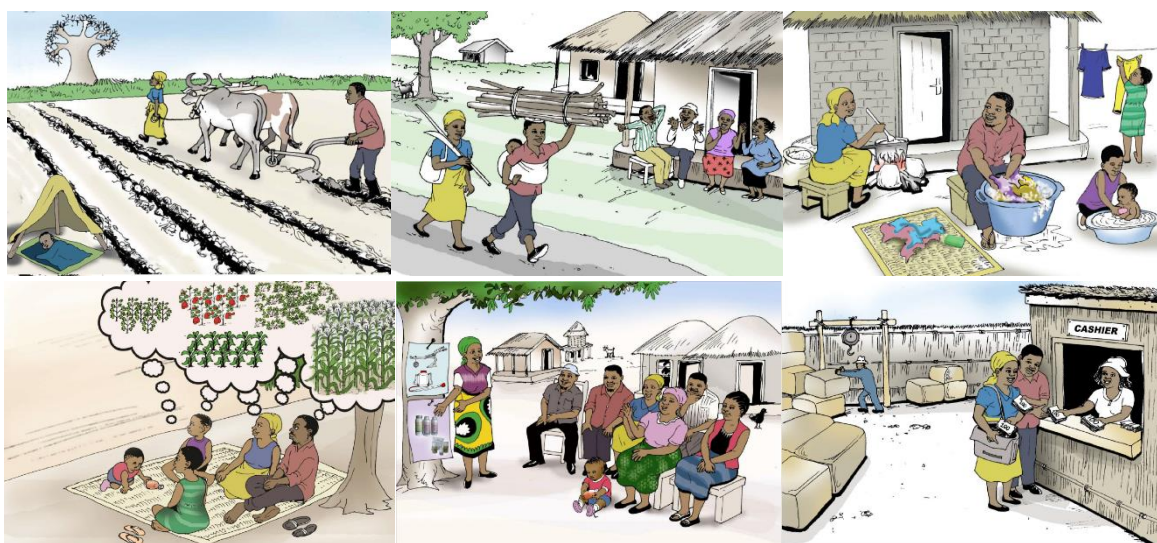
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Gender training material developed by COMPACI

The COMPACI project trained more than 900,000 cotton farmers, almost 200,000 of them being women. This means that the project trained almost a quarter of all African cotton farmers. But the project also undertook serious efforts to raise awareness for gender equality among farmers. For that purpose the project developed gender training materials that were used by agricultural extensionists. In total COMPACI trained 25,000 farmers using these extension materials. The below excerpts tell the story of the content:



COMPACI (2016) gender training material

CARI and its gender successes: How Mrs. Abdulkareem started her own rice parboiling business

CARI trained more than 90,000 farmers in GAP and more than 60,000 in FBS. More than 35% of them were women. But CARI also has a dedicated gender component on which it collaborated with Walmart. In the frame of this component women are trained in processing rice through parboiling. More than 29,000 women have undergone this training so far. Hajia Mariya Abdulkareem is one of them. She lives in the Area of Kano State, in northern Nigeria.

Mrs. Abdulkareem has built her own rice parboiling business: "I have just received an order from one of my customers in Kura to supply 40 tiers (about 100kg) of parboiled rice next week. [...] You know, I no longer parboil for a fee. I now own my parboiling business and I get quite busy sometimes. [...] It was at the training [by CARI and its Nigerian partner WOFAN], where I learnt the actual cost of parboiling each kilogram of rice and I realized I could do it on my own even if it means starting with a small quantity. Besides, the training gave me confidence that I could process better quality rice than the millers were putting in the market. [...] I was able to sell my processed rice quickly and at better prices than others because it was of very high quality.



Hajia Mariya Abdulkareem (2015; center) cleaning processed rice with other members of her group

Because we learnt the importance of being a member of a cooperative group in another training [FBS] organized by WOFAN and CARI, I also started parboiling with members of my group. We were getting paddy on credit from WOFAN aggregation center. After processing the rice, we would sell the parboiled rice back to the center, pay back our loan and share the profit amongst ourselves. [...] Now, I am a businesswoman. [...] I used to make 250 Naira per week,

parboiling for millers. But now, I make an average of 1,500 Naira per week from my own parboiling business. I also make an extra income of about 1,500 Naira from parboiling with my group twice a week.”

Interventions of ComCashew for Gender Promotion

When ComCashew (formerly African Cashew initiative (ACi)) started operating in 2009, hardly any value chain experts could be found in the African cashew sector. This was particularly true for female experts. For this reason, the project started to train people with experiences in the sector in its Master Training Program (MTP) since 2014. In total 291 knowledge carriers are now graduated Master trainers. Out of these, 78 graduates were women. Graduates are farmers, processors, traders, or researchers and come from 15 African countries.

After the training, some of the female graduates have been promoted in their working environment coming into leadership positions. They became role models and change agents. Let us listen to some of them:

Ardiata Traoré became Production Manager in the Burkinabé cashew factory Gebana Burkina Sarl after participating in MTP: “This is what my colleagues said about me after attending the MTP: ‘You react in a different way and more professionally than before. Instead



Ardiata Touré (2015) in the processing factory where she is production manager

of being very aggressive to situation, you differently react in a more responsible way’ [...] MTP has provided me with an understanding of the different stages of the cashew value chain: From establishment of a cashew farm, to farm maintenance, from determining the quality of raw cashew nuts, to the different steps of cashew processing. The knowledge gained has increased my confidence and I am professionally better equipped to overcome future challenges which I might face.” (Also [see the Video of Ardiata Traoré.](#))

Another MTP success story comes from Annie Zottorgloh, a Master trainer of the 2nd training Edition, working for the Ministry of Food and Agriculture in Ghana. She testifies: “Before joining the program I was shy; unless I was pushed, I hardly talked in public. After the presentation on trainer attitude, I understood that I had to move from my comfort zone and stretch myself. Therefore, I seized an opportunity of scholarship for a training in China. For the first time, I travelled and let my husband take care of the children. Before I could not have done that.”

Amy Fall from Senegal, our third example, works for the NGO “Association des femmes de l’Afrique de l’Ouest (AFAO)”: “Thanks to my MTP certificate, I have been promoted as Cashew Processing Technician. My analysis and decisions taking has been improved. I am now paying more attention to details and always check my assumption.”

A4SD’s gender approach in a nutshell

The projects regrouped under A4SD have a large outreach, having trained more than 1.8 million farmers, more than 400,000 of them being women. But the project impact is not only broad scale but it also goes deep. As shown in the present document, A4SD has implemented a gender-sensitive approach at various levels and with various modes of implementation: through ICT, face-to-face extension and expert trainings. At the same time, the program intervened on gender in all segments of the value chain: it addressed stakeholders from female farmers’ to extension agents to women active in processing to female sector experts.

Please visit: www.A4SD.net



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