

Purchase for Progress - P4P Ghana



QUICK FACTS

Project start date:
2010

Number of farmers' organizations (FOs): 26

Number of members:
1,524 (48% women)

Sales to WFP:
US\$ 1.8 (4,100 mt)

Main commodities:
Rice, maize and cowpeas

Main procurement modalities:

- Direct contracting
- Soft tendering

Funding

P4P in Ghana has been primarily supported by the Government of Canada through the Department of Foreign Affairs, Trade and Development (DFATD, formerly known as CIDA). John Deere Foundation has also provided small grants specifically for P4P purchases.

Figures as of May 2015

P4P in Ghana

In Ghana, P4P aims to improve smallholder farmers' lives and livelihoods by increasing agricultural productivity, reducing post-harvest losses, improving market infrastructure and linking them to quality markets, including WFP. Smallholders have undergone trainings on a variety of areas, and their organizations have been provided with tools on a cost-sharing basis. These efforts enable farmers to improve the quantity and quality of their crops. WFP has provided a market by procuring this increased quality surplus through direct contracts and soft tenders, mainly for its school feeding programme. In 2015, some P4P-supported farmers' organizations (FOs) have sold their produce to other markets beyond WFP, such as a private processing company and school feeding caterers.

Lessons so Far— achievements

- **Improving lives and livelihoods:** P4P-supported FOs have developed their capacities to offer services to their members (48 percent female) and smallholder households have increased their sales of maize. Members improve their livelihoods of their families; feeding their children well.
- **School feeding:** Since 2014, a P4P-supported FO in the North continues to sell to school caterers: by April 2015, 13 metric tons of mixed food commodities (rice, beans and maize) worth US\$6,230 has been sold to 15 to school caterers to feed more than 4,000 pupils in 15 schools. This was accomplished in partnership with SNV World, which facilitated loans by the Bonzali Rural Bank, enabling the caterers to pay the smallholders in cash.
- **Equipment:** In addition to the post-harvest handling tools provided to the P4P FOs in a cost-sharing manner by P4P, a lead farmer of a P4P supported FO in the North purchased a maize sheller with the facilitation of P4P and the access to a matching grant provided by a Feed the Future donor project. He now will be able to provide shelling services to his fellow farmers which will provide a source of revenues.
- **Sales to WFP:** Thirteen P4P-supported FOs in the Ashanti region sold US\$ 1.7 million worth of white maize (3,822 mt), while five P4P-supported FOs in the Northern region sold US\$ 81,000 worth of white maize (263 mt) to WFP and a Partner-supported nucleus farmer in the same region sold US\$ 24,500 worth of white maize (87 mt).
- **Market beyond WFP:** A P4P-supported FOs in the Ashanti region sold US\$ 15,000 worth of white maize (50 mt) to Premium Foods Limited, one of the biggest private processing companies in Ghana. The company was satisfied with the quality of produce and a viable business relationship has been established for long-term partnership.

Opportunities ahead

- **Institutional Market:** P4P further supports FOs to target secondary schools and colleges of educations through public procurement as well as primary schools through marketing to caterers.
- **Standardization:** Based on the successful introduction of the use of weighing scales by the FOs and through the District Assembly of Ejura, the adoption of weighing scale for the standardization of weights and



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Nafisa Iddirisu is a smallholder and a rice processor from the Northern Region. She earned 1,260 Ghanaian Cedi (US\$327) for her sales of processed rice to school caterers.

"By accessing good markets, I am able to get money to take very good care of myself and kids. I am also in the position to further cater for my children's school needs, improve upon their health status, I can and will buy them good shoes and clothes. And then, even me, I can get money so I can get fertilizer for the farm during the next farming season."

KEY PARTNERS

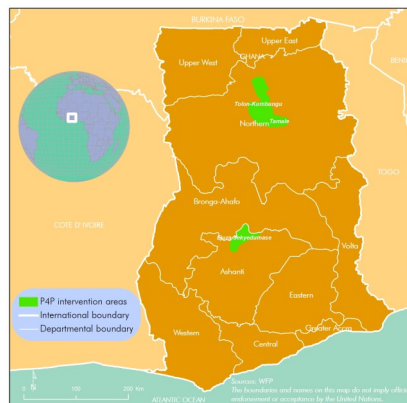
- Adventist Development & Relief Agency (ADRA)
- ACDI/VOCA Agriculture Development and Value Chain Enhancement project (ADVANCE)
- Crop Research Institute (CRI)
- Farm Radio International (FRI)
- Food Research Institute (FRI)
- Ghana Grains Council (GGC)
- International Fertilizer Development Centre (IFDC)
- Kwame Nkrumah University of Science and Technology (KNUST), Department of Agricultural Economics, Agribusiness and Extension
- Ministry of Food and Agriculture (MoFA)
- Savannah Agriculture Research Institute (SARI)
- The Netherlands Development Organization (SNV)
- UN Women
- Women in Agricultural Development (WIAD), MoFA

measurements of agriculture produce in trading will be further promoted in other districts.

- **Quality and Food Safety:** Aflatoxin has been an issue in Ghana. By utilising the mobile labs called 'Blue Box' (which can detect aflatoxin and grain moisture content), quality and food safety of the smallholder farmers' produce will be further promoted.
- **Opportunity to link to WFP nutrition interventions :** P4P is being expanded to also support soybeans and millet, and to support smallholder farmers linkages to processors of specialized nutritious foods such as Supercereals and other fortified blended flours. Two industrial processors being targeted are Premium Foods (to which some P4P FOs in Ashanti have already been linked) and Yedent, who is already very specialized in the sector of nutritious blended foods and is receiving support from GIZ and GAIN. WFP is seeking funding also for directly supporting these two processors make the necessary investments to produce Supercereals to WFP quality standards in order to buy Supercereals locally for its nutrition interventions in the North.

Partnerships

The Ministry of Agriculture (MOFA) provides agriculture extension and technical support, including on gender, which is provided through the Women in Agriculture Development (WIAD). Other partners provide technical support and training to P4P-supported smallholders. Partnership with private sector is also being sought, in particular, in the area of value chain development and market integration.



Read more about

[WFP in Ghana](#)

[The importance of weighing scales](#)

[P4P Ghana: Bringing Smallholders' Produce to Students' Plates](#)

WFP ACTIVITIES IN GHANA

In the post-pilot phase, P4P activities will be mainstreamed into the WFP Country Programme. In this time, WFP will continue building the aggregation and marketing capacities of FOs which have been supported by P4P. Linkages between FOs and markets beyond WFP, such as school feeding programmes, will also be strengthened. WFP will also work with existing suppliers, including local processors of Specialized Nutritious Foods and other large buyers, to encourage them to link to P4P FOs and adopt pro-smallholder business models. Finally, work will be undergone to strengthen the integration of P4P activities with the various components of the WFP country Programme, particularly with Nutrition (particularly prevention of stunting and micronutrient deficiencies by promoting the production, processing and consumption of locally available nutritious foods to improve complementary feeding practices).