



World Cocoa Foundation/ African Cocoa Initiative

Cooperative Agreement No. AID-OAA-A-11-00061

Final Report

October 2011 – December 2016

Annex 1: Success Stories

SUCCESS STORY

Ghana Cocoa Board's Extension Agents Trained On Flavor Quality

Through support from the World Cocoa Foundation (WCF) all of the Ghana Cocoa Board's extension agents received flavor quality training as part of the USAID-funded African Cocoa Initiative (WCF/ACI).

Under the Ghana Quality Innovations (GQI) program, the Cocoa Research Institute of Ghana (CRIG) set out to raise the institutional understanding of cocoa quality on the basis of flavor.



Photo Credit: CRIG

Participants during one of the training sessions

“I have come to appreciate the fact that everything done on the farm truly affects the flavor that the cocoa gives. Through this sensory training, I've also realized I can taste quite well. It has been an extraordinary experience” - Patricia Adu Yeboah, CRIG GQI Team

In 18 sessions across all 61 districts of Ghana's Cocoa Health & Extension Division (CHED) of the Ghana Cocoa Board (COCOBOD), the Cocoa Research Institute of Ghana (CRIG) Ghana Quality Innovations (GQI) team trained 494 extension agents, regional and district officers on the impact of harvest and post-harvest practices on cocoa flavour development.

The GQI team provided samples of liquor made from cocoa that had been properly harvested, fermented and dried to compare with samples made from under-fermented, over-fermented and diseased cocoa. Participants were able to taste for themselves how important each of the harvest and post-harvest steps is to producing a high quality – high value product.

This was the first time participants had received training on this important component of cocoa production, and the training connected existing COCOBOD training content with the specific impact on the resulting cocoa. And it was all made possible with the implementation of the World Cocoa Foundation African Cocoa Initiative (WCF/ACI)

Participants expressed a profound appreciation of the unique perspective the experiential training offered and a collective agreement that the tasting component is an innovation and will enhance farmers' appreciation of the importance of the recommended harvest and post-harvest practices by COCOBOD.

This new flavor based curriculum and experiential learning by tasting will continue to be offered after the project by extension agents and farmers in COCOBOD's Bunso Cocoa College; a prime example of WCF/ACI's institutional capacity building mandate in action



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SUCCESS STORY

“Farmer-owned” seed gardens take shape in Cameroon

By using farmer owned fields, Cameroon will establish at least 18 hectares, well beyond the 15 hectares target for the WCF/ACI project.



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Dr. Bruno Efombagn of IRAD interacting with Mr. Essilissili, on whose farm the first pods are starting to appear after one year of grafting.

“My neighbors said I was crazy for cutting down my cocoa trees but I will have the last laugh when I start selling seed pods next year”.
Mr. Essilissili

USAID-funded WCF/ACI works on helping farmers to increase their productivity through the use of improved planting material. In Cameroon, the Institute of Agricultural Research for Development (IRAD) received funding from WCF/ACI to establish 15 hectares of seed gardens to produce the improved planting material. The cocoa tree varieties used in these new seed gardens were chosen as a result of WCF/ACI DNA analysis, which ensures that the grafted tree has the most desirable characteristics of yield and tolerance to pests and diseases. IRAD is establishing 11 hectares of the seed in farmer-owned fields spread across cocoa growing areas in Cameroon.

Mr. Dieudonné Essilissili is one of the farmers selected to host seed gardens. Proudly showing off the cocoa trees in his seed garden, Mr. Essilissili recounted how neighbours ridiculed him for allowing extension officers to cut down his cocoa trees to establish the seed garden. They could not understand why he would sacrifice earnings from his one hectare cocoa farm, which he inherited from his father. His trees were old, but they were still producing a few pods each season.

Mr. Essilissili will soon profit from his ‘new’ cocoa trees when they start producing their first pods barely one year after they were grafted. About 25 pods are required to make a kilogram of dried cocoa beans, which sold for 1,040 FCFA (almost \$2 per kilogram) in August 2014. This means that, with sales of pods from his seed garden, Mr. Essilissili will be earning 2,500 FCFA (\$5 per kg.) for the equivalent of one kilogram of dried beans—more than twice what he could have made from a conventional farm producing dried cocoa beans. In fact, he will become the envy of his neighbors when he harvests the first pods from his seed garden in 2015.

IRAD provides the planting material, technical knowledge and agro-inputs for the establishment of the on-farm seed gardens, while farmers are responsible for weeding and other agricultural practices required for the maintenance of the seed gardens. This approach allows IRAD to create more seed gardens with the funding it receives from WCF/ACI, while ensuring that other farmers cannot convert their farms into seed garden without technical support that IRAD provides. When these seed gardens reach maturity in 2020, they will enable Cameroon to replant an estimated 22,500 hectares of cocoa farms annually.



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SUCCESS STORY

A New Sensory Panel Evaluates the Flavor of Ghana's Cocoa

A new flavor laboratory helps producing countries ensure that traditional flavor characteristics are not lost in the quest to breed higher yielding, disease tolerant cocoa.



Photo Credit: World Cocoa Foundation

Tasting session at the GQI flavor laboratory at CRIG in Ghana.

“This laboratory will help us to undertake important flavor analysis in Ghana, for which we have had to send samples overseas in the past” – Dr. Gilbert Anim-Kwapong, Executive Director of the Cocoa Research Institute of Ghana.

Flavor analysis is a common practice in the international market for coffee, but a new concept for cocoa. By identifying flavor quality in cocoa, farmers and other value chain actors can gain market access and increase their incomes by selling high quality cocoa to specialty chocolate manufacturers.

A newly established cocoa sensory panel, embedded at the Cocoa Research Institute of Ghana (CRIG), is now analyzing the flavor of cocoa grown in research plots, Seed Production Units (SPU) and field sites. Two US-based specialty chocolate manufacturers, TCHO and Guittard Chocolate, hold bi-weekly tasting sessions on Skype with the CRIG panel, training analysts to identify cocoa flavor characteristics. The sensory panel's new capabilities allow CRIG to include flavor analysis into its core research activities.

A flavor laboratory was installed at CRIG in December 2013 through a partnership with TCHO, an activity within World Cocoa Foundation's African Cocoa Initiative (WCF/ACI) & Ghana Quality Innovations program (GQI). With the support of TCHO and Guittard, GQI is transferring valuable skills that will enable CRIG to make improved decisions when selecting newly bred cocoa varieties. Now, selections will be based not only on plant productivity, but also on flavor quality. This is critical to maintaining the price premium that Ghana's cocoa fetches because of its sought after, traditional rich, chocolatey flavor profile.

In addition, the Cocoa Health and Extension Division (CHED) is now training farmers and cooperatives on best agricultural and post harvest practices, important for producing high quality cocoa. Tasting cocoa samples during trainings has served as an important, innovative learning tool.

Building capacity around cocoa flavor is a key goal of WCF/ACI. Because of its impact at CRIG, plans are currently underway to expand the flavor laboratory's reach to serve fellow West African cocoa producing countries, Côte d'Ivoire and Nigeria. Success is that much sweeter when cocoa farmers and chocolate consumers both benefit from cocoa flavor analysis.



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15TH ANNIVERSARY

SUCCESS STORY

Major Boost to Cocoa Extension in Côte d'Ivoire with New Training

In all, 244 (46 female) extension agents of ANADER participated in and benefited from the training.



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Members of a working group presenting their learnings to their colleagues during the training.

“I congratulate the trainees for accepting the heavy responsibility to bring the information on the best practices that farmers need to enable them to produce cocoa which is high in both quality and quantity for Côte d’Ivoire” – Dr. Sidiki Cissé, Director General of ANADER to participants at the Closing Ceremony for the training.

Being the world’s leading producer of cocoa with an estimated 1.7 million tons produced in 2013/2014, Côte d’Ivoire rightly views cocoa as a strategic crop, accounting for 30% of the country’s foreign exchange receipts. Cocoa production takes place on an estimated 2 million hectares of land and provides incomes for about 800,000 smallholder farmers. However, productivity at the farm level is low as a result of a number of factors, including lack of knowledge about, and the non-application of good agricultural practices (GAP).

During 2014, WCF’s African Cocoa Initiative (WCF/ACI) funded the training of 244 extension agents (including 46 women) of the *Agence National d’Appui au Développement Rural* (ANADER), which is in charge of all agricultural extension in Côte d’Ivoire. Extension services are the primary method through which knowledge is transferred to farmers in cocoa production.

Topics covered in the training included GAP (nursery establishment and management; pruning; weed, pest and disease management; pod harvesting and breaking; bean fermentation and cocoa quality assessment etc), child labor and gender issues, HIV/AIDS prevention, and communication skills.

This training follows the framework agreement signed with ANADER in March 2013, for extension capacity building in Côte d’Ivoire. The agreement is expected to enable ANADER to deliver extension training to an estimated 40,000 additional farmers by the end of WCF/ACI in September 2016.



CASE STUDY

Washington University brings value for money to ACI genetic fingerprinting

Under Component 2, the African Cocoa Initiative seeks to improve cocoa productivity through better planting material.

ACI Component 2 Cost Savings																									
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With the involvement of Washington University in Missouri for the genetic profiling, ACI made a cost saving of over \$650,000 that the project can apply to other activities.

CHALLENGE

Improved productivity has been a concern for as long as cocoa has been cultivated in West Africa. Current yields are around 400 kg/ha in the region. Increased productivity will positively impact land use and food security. ACI's targeted 1,000 kg/ha is within reach given the existing knowledge and resources available. Less land would be needed for cocoa, appropriate crop mixes would lead to added food supplies and increased food security while providing additional possibilities for income generation for farmers and hence increased economic access to food. Therefore, the availability of high quality planting material is key a sustainable cocoa economy. To help provide better planting material, ACI plans to identify high yielding, disease resistant varieties to serve as planting stock to replace ageing farms.

INITIATIVE

Initial costs of over \$1 million provided by the International Institute for Tropical Agriculture (IITA) was a significant portion of ACI's overall budget of \$13.5 million contacted Washington University for actual DNA profiling leading to a cost saving of over \$650,000.

OUTCOME

With the new savings, the project has signed an agreement with IITA and released the first tranche of funding to enable IITA to purchase the reagents needed for the extraction and standardization of the DNA from the samples received from each country. The reagents purchased will also be distributed to the cocoa research institutes in Côte d'Ivoire and Ghana for use in the extraction of DNA from leaf samples from Côte d'Ivoire, Ghana and Togo.



SUCCESS STORY

African Cocoa Initiative launched in Ghana

The African Cocoa Initiative was launched in Accra on May 13, 2012.



At the WCF/ACI Launch Ceremony in Accra (from left to right): Noah Amenyah (Cocobod), Jay Daniliuk (USAID), Bill Guyton (World Cocoa Foundation), Sona Ebai (WCF/ACI) and Kwasi Yeboah-Konadu (WCF/ACI)

“This is a very exciting program. Cocoa is a very important crop for the Dutch government. Sustainability is a huge challenge that we will only be able to achieve by putting our efforts together.”

***- Joost Oorthuizen,
Executive Director,
IDH***

The World Cocoa Foundation, the U.S. government's Feed the Future initiative, and the Netherlands-based Sustainable Trade Initiative (IDH) officially launched the WCF/ACI program to boost the productivity and incomes of cocoa farmers in the Ivory Coast, Ghana, Cameroon, and Nigeria on March 13, 2012 in Accra, Ghana. The ceremony, hosted by the Ghana Cocoa Board, brought together government, private sector, donor representatives and cocoa farmers the 4 beneficiary countries of WCF/ACI in West Africa.

Attendees included Ghana Ministry of Finance and Economic Planning's Dr. Albert Koffi Assamoah Baa, Financial Sector Advisor, and Michael Owusu Manu, Technical Advisor for Cocoa Affairs. There was a strong representation from the Ghana Cocoa Board notably Dr. Yaw Adu-Ampomah, Deputy CEO and Mr Michael Ndoping, Director of Office National Café Cacao (ONCC) representing the Minister of Trade of Cameroon.

Cargill, Kraft, Continaf, Nestle, Mars, Ferrero, and Olam represented contributing members. There was representation from the public partners such as World Bank, West Africa Trade Hub, The Dutch Embassy, The US Embassy, GIZ, IITA, COPAL, IFDC, Solidaridad, CIRAD, and Agro-Eco. The event was also covered by local media such as The Daily Graphic, Ghana TV, Metro TV and the international agency Bloomberg.

“We are very happy to continue our work with WCF, we had in the past a very successful experience within STCP” said Jay Daniliuk, USAID/Bureau for Food Security.

Mr. Noah Amenyah, Public Affairs Manager of COCOBOD expressed optimism the project would improve productivity and sustainability of the cocoa sector in Ghana as well as attract, engage, and sustain more youth in the sector. He said he was hopeful the issue of access to and application of fertilizer for increased yield would be addressed.

With a budget of \$13.5 million over 5 years, ACI aims to double cocoa productivity for 100,000 farm households and in doing so raise per capita income by 150-200%.



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SUCCESS STORY

Cocoa Extension in Ghana Receives Boost with New Training

In all, 371 (56 female) members of CHED staff including Directors, District and Community Extension Officers will benefit from the training.



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Participants in a group discussion during the workshop at Bonsu.

***“Changing technology requires that we equip our extension staff with new knowledge to take advantage of new tools. This training helps us to do exactly that”.
Dr. Francis Oppong, Deputy Chief Executive, Agronomy and Quality Control, Ghana Cocoa Board***

Cocoa is a strategic crop for Ghana’s economy, with more than 800,000 rural families depending on it for their livelihoods. However, productivity in cocoa is low as a result of a number of factors including the non-application of good agricultural practices (GAP).

In 2014, 39,496 Ghanaian farmers, including 10,846 women farmers, received GAP training for improved cocoa production. The training covered a range of topics such as nursery establishment and management; pruning; weed, pest and disease management; pod harvesting and breaking; bean fermentation and cocoa quality assessment. It was carried out by 257 agricultural extension agents from the Cocoa Health and Extension Division (CHED) of Ghana Cocoa Board (COCOBOD).

Extension services are the primary way that knowledge is transferred in cocoa production. It is crucial for sustaining profitable production of cocoa. From September 2013 to January 2014, The World Cocoa Foundation’s African Cocoa Initiative has partnered with COCOBOD to provide GAP training to 371 CHED staff, including extension officers, senior staff and management, Fifty-six of the trainees were women.

The training helps CHED extension staff to better work with farmers on improved and sustainable agricultural practices using the Certification Capacity Enhancement (CCE) Manual and COCOBOD’s official training manual. Trained extension officers can now employ improved strategies for farmer training that will address farmers’ needs and help link farmers with other public and private sector training initiatives.

Farm-level training, along with efforts to build capacity within the cocoa sector across West Africa, forms the central focus of activities under the USAID-funded African Cocoa Initiative, which is managed, implemented and co-funded by the World Cocoa Foundation (WCF) and its member companies. Additional in-kind support is provided by the Sustainable Trade Initiative (IDH).

SUCCESS STORY

Fine Flavor Cocoa Takes Hold in Ghana's Ashanti Region

Through the USAID-funded World Cocoa Foundation African Cocoa Initiative (WCF/ACI), high yielding, high value fine flavor cocoa, has been established in Ghana's Ashanti region.

Under the Ghana Quality Innovations (GQI) program, this unique cocoa typically grown in Central America, South America and the Caribbean will provide pioneering farmers with new markets and higher incomes.



Photo Credit: Guittard Chocolate

Farmer Grafting of fine flavor clonal material

Grafting of fine flavor varieties assures farmers better yielding planting material with unique, higher value flavor profiles

The “Ghana Fine Flavor Project” was initiated in 2006 by U.S.-based wine and chocolate entrepreneur, John Scharffenberger, who knew that farmers in Ghana could access better markets and better prices by planting higher value ‘fine flavor’ cocoa.

The Ghana Quality Innovations (GQI) project, with the support of the Cocoa Research Institute of Ghana (CRIG), [WCF member](#) Guittard Chocolate Co. and Transroyal, a local commercial partner, has made this dream a reality. All told, GQI established a cooperative with over 400 eager farmers ready to produce fine flavor cocoa, more than doubled existing acreage of grafted material, mapped farms using GPS, established three budwood gardens and installed irrigation at one, and equipped farmers to graft their own trees in the future.

Thanks to GQI, [which is implemented under the World Cocoa Foundation African Cocoa Initiative \(WCF/ACI\)](#), the Offinso Fine Flavor Farmer’s Cooperative is in the process of obtaining fair trade certification in order to realize commercial volumes of fine flavor beans. With continued commercial support from Transroyal and [WCF member](#) Guittard, Offinso is able to earn fair trade premiums for its conventional cocoa and fine flavor premiums for its high quality beans. GQI has enabled Offinso’s farmers to gain access to new markets and new opportunities in the premium market.

GQI has empowered the Ghana Cocoa Board (COCOBOD) to field test grafting as a faster method for rehabilitating old and unproductive farms. This will guarantee a supply of high yielding, high quality, and high value planting material to farmers, thereby their success in the growing premium segment of the global chocolate market.



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SUCCESS STORY

Ghana Flavor Lab Delegates Participate in Cocoa Sensory Analysis Training in the US

Through support from the World Cocoa Foundation (WCF), a flavor laboratory was installed at the Cocoa Research Institute of Ghana (CRIG) in December 2013 as part of the USAID-funded African Cocoa Initiative (WCF/ACI).

Under the Ghana Quality Innovations (GQI) program, chocolate companies TCHO and Guittard have worked closely with CRIG to assemble and train participants to preserve Ghana's flavor heritage and competitive advantage on the world market.



Photo Credit: TCHO Ventures

Participants during one of the training sessions

Through trainings, participants have gained a better understanding and appreciation of key Ghanaian cocoa flavor attributes.

A delegation of eight scientists, agronomists and lab technicians from CRIG, as well as a representative from the Cocoa Abrabopa Association, a private entity, visited California for eight days of training with sensory expert Ed Seguire as well as experts from WCF members TCHO and Guittard Chocolate. Participants from CRIG are members of the sensory panel that conducts flavor analysis at the Institute.

Seguire sensitized participants on key Ghanaian flavor attributes including cocoa, acidity, bitterness and astringency. Training also included discussion and alignment on other flavor attributes such as fresh and brown fruit, nutty, floral, earth tones and defects.

In addition to participating in more than 60 sensory sessions, the delegation had the chance to tour several chocolate and confections facilities, visit specialty chocolate shops, interview fine chocolate industry experts and learn from coffee sensory experts in San Francisco's Bay Area.

In-person and virtual trainings have built the panel's capacity significantly. However, the intensive trainings in the US was essential to developing the sensory analysis capacity of the panel and bolstering their authority in this area.

Preserving cocoa flavor quality in Ghana and across West Africa will drive value and support incomes and food security for thousands of cocoa farmers, their families and communities.



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SUCCESS STORY

Cocoa Farmers Access Inputs with WCF/ACI Assistance

WCF/ACI has formed partnerships with four financial institutions and exporters that have resulted in the disbursement of more than \$75,000 in credit to farmers.



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A group picture of farmers in Nigeria with the inputs they received through the credit scheme

“When are we receiving the inputs and equipment? We really need it to improve our yields”. Raphael Omonijo, Secretary, Odode Idanre Co-operative Multipurpose Union, Ondo State, Nigeria.

Access to financing is a challenge for small enterprises the world over. Traditional financial institutions also view agriculture as a risky sector to which lending must be done with extreme caution. Therefore, the small holder cocoa farmer is in a doubly difficult position when it comes to accessing financing to obtain farm inputs like fertilizers and agro chemicals.

To help solve this problem, WCF/ACI under component 4—Market Driven Input Supply, contracted WCF/ACI to build on previous work under WCF/CLP to expand access to finance for cocoa farmers in Cote d’Ivoire and Nigeria. WCF/ACI works with financial institutions, agro dealers, exporters and farmers to create credit schemes where the perceived risks are shared thereby making lending more attractive to financiers and the acquisition of inputs more attractive to farmers.

As a result of this works, four formal MOUs have been signed with financial institutions and exporters both in Côte d’Ivoire and Nigeria. This has enabled the disbursement of \$76,863 to 365 farmers in the two countries for the acquisition of inputs.

The process of enrolling farmers in the credit scheme involves confirmation of participation of cooperatives and approval of the exporters that buy from the cooperative prior to executing farmer-level sensitization. This approach eliminates farmer anxiety about repayment as both the cooperative structure and the guaranteed market provided by the buyer serve as a risk mitigation measure for financiers.

In both Côte d’Ivoire and Nigeria, the loan application success rate was also significantly higher than anticipated. This is largely due to the pre-screening and due diligence conducted by WCF/ACI, which assures that only eligible farmers who have met all documentation requirements present their credit applications to the financial institution.

With the access to input financing, it is expected that cocoa farmers in the region can increase the productivity of their existing field. This will contribute to the realization of the WCF/ACI goal of increasing the incomes of 100,000 cocoa households by 150-200% by 2016.

CASE STUDY

Fostering Innovation to Deliver Input Credit to Nigerian Cocoa Farmers

WCF/ACI works with farmer organizations, agro-dealers, exporters, financial institutions to deliver input credit to farmers.



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A meeting of the ten leaders of Alade Idanre CMU to find a way to get their members to participate in the input credit scheme.

This positive example of local leadership demonstrates an innovative, proactive approach for driving farmer investment behavioral change.

CHALLENGE

When Alade Idanre CMU Ltd, a cocoa-producing farmer cooperative in Ondo State, Nigeria, was selected to participate in an input credit program of the World Cocoa Foundation's African Cocoa Initiative (WCF/ACI), its more than 1,000 members breathed a sigh of relief. They were longtime participants in other sustainability programs, but many of the coop's members had been reluctant to receive input credits. Their unfamiliarity with credit mechanisms made them skeptical that they would receive good quality inputs, such as fertilizer, that would be delivered on time. They were also unsure whether input credits would result in a desired increase in profitability.

DEMONSTRATION BETTER THAN THEORY

Recognizing the strategic importance of input credit, Alade Idanre leaders devised a creative solution after they met with WCF/ACI. The discussions convinced the coop leadership of the benefits of input credit and how it could make financing profitable for cocoa businesses. Some of the coop leaders then formed a group, and opened a bank account, with each member agreeing to take a one-half hectare inputs package as a trial run. Group members in turn made the necessary savings deposit and worked with WCF/ACI to place their order for agro-inputs. In full transparency, they reported on their action at a monthly general meeting attended by coop members, the bank, input supplier representatives and WCF partner TechnoServe, all of which vouched for the facts of the group's report.

CLEAR RESULTS

The leaders' innovative and proactive approach, based on information they received from the WCF/ACI Input Credit Program, succeeded in demonstrating the legitimacy of input credits. Once the group of leaders took delivery of their inputs, they communicated this to the rest of the coop's members, prompting the formation of new solidarity groups. As a result, a total of 60 members of the coop are participating in input credit programs and now report dramatically reduced cases of disease and pest infestation on their farms. They are also happy to say that their inputs have been delivered on time!



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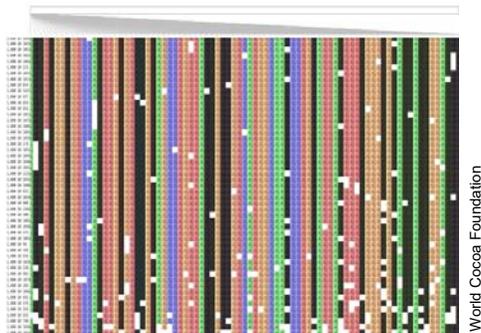


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SUCCESS STORY

Unprecedented Genetic Analysis for Cocoa Planting Material in W. Africa

A total of 10,040 samples from the best performing materials in cocoa seed gardens and breeders' stock were analyzed. Breeders in the region were introduced to FlapJack, a software for interpreting the results.



A sample display comparing the genetic profiles of various clones in FlapJack.

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Average cocoa yields in West and Central Africa, where 73% of the world's cocoa is produced, are among the lowest for the world, averaging between 300 and 500 kg/ha. However, planting materials exist in the region that have proven of more than 1,000 kg/ha. This implies that increases in national output over the years have arisen from an extensive low-technology system of production rather than increased productivity.

To help understand this problem, the World Cocoa Foundation (WCF) through its African Cocoa Initiative (ACI) supported genetic fingerprinting of the most important clones in the Breeders' collections and seed garden materials in Cameroon, Côte d'Ivoire, Ghana, Nigeria and Togo. About 2,000 genotypes (1,000 from Breeders' collection and 1,000 from Seed Gardens) from each country were fingerprinted using 85 single nucleotide polymorphism markers.

WCF/ACI introduced breeders to FlapJack, a software for interpreting genetic data in graphic format. The results showed that mislabeled trees were present both in breeders' collections and seed garden materials. This means that cocoa farmers have been receiving planting material for which growth and production parameters cannot be predicted. Breeders are using the results to replace trees of doubtful parentage in existing planting material stock used in seed multiplication for cocoa improvement and sustainability.

The analysis also revealed that there is very low genetic diversity in planting material across the region. This may have serious consequences for the sustainability of cocoa production because of existing and emerging threats of pests, diseases and climatic change. These results provide evidence of the urgent need to broaden the genetic base of the seed gardens in each of the countries using true-to-type improved cocoa genotypes.

WCF/ACI has provided a roadmap for confirming the identity of true-to-type cocoa clones in West and Central Africa. This accomplishment now needs expanded to cover all planting material stocks. In so doing, regional and country-level sets of true-to-type clones can be identified and can form the basis for improved seed gardens that serve the demand of the entire cocoa value chain.



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SUCCESS STORY

WCF/ACI helps West Africa to meet the demand for Planting Material

The combined 130 hectares of new seed gardens will support the replanting of 195,000 hectares per annum from 2020 when they reach maturity.



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Cocoa rootstocks awaiting grafting and establishment in new seed gardens.

***“With the newly identified elite planting material, governments can undertake more accurate assessments of cocoa bio-resources and their implication for policy”.
H. Sona Ebai, Chief of Party, WCF/ACI***

By September 2014, the World Cocoa Foundation's African Cocoa Initiative (WCF/ACI) had established 101 of the 130 total planned hectares of new cocoa seed gardens in Cameroon, Côte d'Ivoire, Ghana and Nigeria. The seed gardens significantly augment the capacity of these countries to replace aging trees with improved and high quality varieties. New trees will help ensure that West Africa, which accounts for more than 70% of the world's cocoa supply, will be able to meet growing global demand for cocoa products, including chocolate.

The West African cocoa sector currently is hampered by a preponderance of ageing trees and diseased cocoa farms. Recognizing this, Cameroon, Côte d'Ivoire, Ghana and Nigeria plan to replant or rehabilitate 1.89 million hectares of their cocoa farms by 2020. This ambitious target is achievable with the addition of the new 130 new hectares of seed gardens under WCF/ACI. It is estimated that WCF/ACI's contribution will increase replanting capacity in the region to 1.7 million hectares by 2020.

To ensure that only the most suitable varieties are propagated for replanting and rehabilitation needs, WCF/ACI supported cocoa research institutes in Cameroon, Côte d'Ivoire, Ghana, Nigeria and Togo to conduct unprecedented genetic fingerprinting on 10,000 samples from their best performing varieties.

The results of this analysis has enabled members of the African Cocoa Breeders' Working Group to correct mislabeling in their germplasm collections and establish a region-wide protocol for the identification and transfer of cocoa planting materials.

WCF/ACI is working with other cocoa programs, WCF company members and relevant institutions to expand existing systems so that planting materials generated by the new seed gardens get to farmers as quickly as possible. Partners in this effort also include the Institute of Research for Agricultural Research for Development and Office National du Cocoa et du Café in Cameroon; Agence Nationale d'Appui au Développement Rural and Le Conseil du Café-Cacao in Côte d'Ivoire; Ghana Cocoa Board; and the Federal Ministry of Agriculture and Rural Development in Nigeria.



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SUCCESS STORY

Public-Private Partnership Platform for Ghana Cocoa

The Memorandum of Understanding for the PPPP in Ghana was signed on August 30, 2012.



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Public-Private Partnership Platforms support the development of national cocoa development plans that ultimately lead to increased productivity and farmer incomes.

While virtually everyone – public and private sector stakeholders alike – agrees that numerous barriers limit trade and investment in West Africa, it has not been clear how best to dismantle them. A coalition of private sector companies supported by the USAID West Africa Trade Hub – the Borderless Alliance – is the way to do it.

At the Alliance’s first regional conference in May 2012, more than 180 stakeholders met in Abidjan, Côte d’Ivoire, and elected an executive committee with leading regional traders, including Nestle and Olam.

““The solution is what led me to join the Borderless Alliance,” said Agdebola Monsuru, the managing director of a Nigerian trucking company, Westrend. “We need a unified voice to make the changes.”

On paper at least, West Africa is fully integrated – Member States long ago agreed on rules under the auspices of ECOWAS. But in practice, trade is uneven, unpredictable and even unprofitable because the rules are not fully enforced. It takes 43 documents each associated with its own fees to move goods from Accra to Lagos – and as a result, the truck moves, on average, at 7 kilometers per hour. The USAID Trade Hub launched the Borderless campaign with stakeholders in 2010; by 2011, it was clear that a formal private sector-led coalition was the best way to advocate for the needed changes. The first conference made it a force to be reckoned with.

“Borderless is helping us to begin that conversation and has started us on the right path,” said Minister Tetteh, as she moderated a panel discussion at the conference. “A 20 percent reduction of costs is a lot of money.”



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SUCCESS STORY

Public-Private Partnership Platform for Cocoa Sector in Côte d'Ivoire

The government of Côte d'Ivoire finalized two major policy documents in its cocoa sector reform in late 2011.



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Public-Private Partnership Platforms support the development of national cocoa development plans that ultimately lead to increased productivity and farmer incomes.

The government of Côte d'Ivoire has launched the Public-Private Partnership Platform for cocoa and coffee sector. This was contained in two policy documents finalized recently. The documents are a Coffee and Cocoa Sector Reform Strategic Document (Nov. 2011); and PPP Platforms for the Coffee and Cocoa sectors in Côte d'Ivoire. The country's cocoa sector development policy is continuation of 2QC (which translates into Quantity, Quality and Growth) developed and adopted in 2009. With the implementation of these policies, Côte d'Ivoire intends to maintain its position as the lead producer in the world and achieve 50% of the world's production by 2017.

ACI supports the PPPP in Côte d'Ivoire as in other beneficiary countries, to develop and implement national plans for cocoa. ACI recognizes a growing need to transfer implementation responsibility capacities to local institutions in beneficiary countries. In doing so the roles and impacts, constraints and comparative advantage of existing institutions need to be reviewed to enable the relevant bodies to be strengthened to take more responsibility and ownership in driving implementation of ACI activities.

The key to success in the implementation ACI activities, and thus the projects goal of doubling productivity and increasing cocoa household incomes by 150-200%, is to ensure that National governments drive in-country priority setting and implementation; convene and ensure participation of public and private partners, work with in-country donors to mobilize resources; communicate requirements/ gaps to partners; share/provide best practices, benchmarks, lessons learned; identify, communicate and resolve in-country constraints etc. These partnerships would provide technical expertise and backstopping to the national level institutions in the cocoa sector.



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SUCCESS STORY

SSPs: The Game-Changing Rural Entrepreneurs

In 2013 and 2014 WCF/ACI trained 3,106 SSPs who have since provided spray services to a total of 50,576 smallholder farmers including 8,517 female farmers in Cameroon, Côte d'Ivoire, Ghana and Nigeria.



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Mr. Abudu Rahim, a SSP from Ghana.

“I have four young children, so with the extra money I can take better care of them.” – Abudu Rahim, a SSP in Mmofra, a small community in Ashanti region of Ghana.

In cocoa producing areas of rural West Africa, it is sometimes easier to buy a scratch card for mobile telephones than it is to buy agrochemicals. This situation is the result of inefficient input supply systems in markets that are dominated by government subsidies. WCF/ACI's Spray Service Provider (SSP) concept is beginning to change this.

When cocoa farmers are able to obtain agrochemicals, neither the quality of these chemicals nor their safe application is guaranteed. To improve accessibility and increase responsible use of good quality agrochemicals, WCF's African Cocoa Initiative (WCF/ACI) piloted the Spray Service Provider concept in Cameroon, Côte d'Ivoire, Ghana and Nigeria in 2013-2014. The initiative, implemented by CropLife Africa Middle East, is changing how cocoa farmers manage pest control.

Abudu Rahim is one of the newly trained SSPs who lives in Mmofra, a small community in Ashanti region of Ghana. He was trained in May 2013 and has since provided crop spraying services to more than 100 farmers. Rahim says: “Before I was trained as an SSP I worked for the mass spraying exercise of the government. When I heard about the SSP training, I thought it would be a good opportunity. The training was more useful than I expected. I learned about which pesticides are approved, how to transport them, and how to wear protective equipment and why it is so important to wear it.”

The SSP program also plays a critical role in reducing the chance of child labor in cocoa communities. The program makes it less likely that children will be involved in the application of pesticides and other agro-chemicals in WCF/ACI beneficiary communities.

SUCCESS STORY

Public-Private Partnership Platform for Ghana Cocoa

The Memorandum of Understanding for the PPPP in Ghana was signed on August 30, 2012.



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Public-Private Partnership Platforms support the development of national cocoa development plans that ultimately lead to increased productivity and farmer incomes.

ACI and Ghana Cocoa board signed a Memorandum of Understanding for the Public-Private Partnership Platform in Ghana in August 2012. The MoU outlines farm rehabilitation; increased breeding efforts, research and development towards innovations for labor saving, cocoa extension capacity system development, input and credit delivery systems in collaboration with the private sector; and raising productivity to 1000kg/ha through improved delivery system (fertilizers, improved planting material, finance), GAP, culminating in an expected output of 1 million metric tonnes for 2012/2013 as priority areas for Ghana's cocoa sector.

ACI recognizes a growing need to transfer implementation responsibility capacities to local institutions in beneficiary countries. In doing so the roles and impacts, constraints and comparative advantage of existing institutions need to be reviewed to enable the relevant bodies to be strengthened to take more responsibility and ownership in driving implementation of ACI activities.

The key to success in the implementation ACI activities, and thus the projects goal of doubling productivity and increasing cocoa household incomes by 150-200%, is to ensure that National governments drive in-country priority setting and implementation; convene and ensure participation of public and private partners, work with in-country donors to mobilize resources; communicate requirements/ gaps to partners; share/provide best practices, benchmarks, lessons learned; identify, communicate and resolve in-country constraints etc. These partnerships would provide technical expertise and backstopping to the national level institutions in the cocoa sector.

The 5-year target for ACI's PPP work is to leverage an additional \$25 million of investments split between state and private industry sources.



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SUCCESS STORY

Soil Fertility Management on agenda of Regional Policy Makers

The Sub-Regional Workshop on Soil Fertility Management for Cocoa took place from 26th to 28th February, 2012 in Grand-Bassam, Côte d'Ivoire.



World Cocoa Foundation

A panoramic view of participants at the workshop

“No planting material, no matter how high yielding, can express all its full potential if the environment is not favorable. A combination of high yielding planting material and rational soil fertility management therefore constitute the ideal foundation for sustainable cocoa production”. As Dr. Soumaila Bredoumy, Director General for Production and Food Security at the Ministry of Agriculture of Côte d'Ivoire.

Over 70 representatives of Ministries of Agriculture, Cocoa Boards, cocoa exporters, national and international research agencies and cocoa farmers from Cameroon, Côte d'Ivoire, Ghana and Nigeria, WCF member companies, and International NGOs in cocoa participated in the WCF/ACI sub-regional workshop on Soil Fertility Management for Cocoa production from February 26-28, 2012 in Grand Bassam, Côte d'Ivoire.

The major outcomes of this workshop are: 1) the integration of soil fertility management into farmer extensions training curricula in ACI countries and 2) agreement on regional coordination on soil fertility management for cocoa production. This outcome along with other aspects of WCF/ACI work in building strong national public-private partnership platforms for investing in cocoa, improving cocoa productivity through better planting material, enhancing extension and farmer training services and fostering market-driven farmer input supply services will contribute to the achievement of ACI's goal of doubling cocoa productivity for 100,000 farm households and in doing so raise per capita income by 150-200%.

The three-day workshop featured country presentations on the current state of soil fertility management knowledge and practices, perspectives on soil fertility management in West Africa from policy makers and researchers on the first day.

The second day saw presentations on current fertilizer formulations for cocoa from fertilizer manufactures; Yara and Louis Dreyfus Commodities, and Joel Joffre, fertilizer expert, Agroforestry systems and soil fertility from IITA and ICRAF, farmers fertilizer use by a farmer, ANADER, ADM, TechnoServe and Ghana Cocoa Board. The day closed with presentations on organic amendments from the WCF Cocoa Borlaug fellows.

The last day of the workshop started with a presentation of mobile soil testing kits adaptable for West Africa by a Borlaug Fellow from CRIN. Subsequently, the ACI Chief of Party and CLP Director gave overviews of WCF activities on soil fertility management and the day ended with panel discussions on the constraints and opportunities that policy, farmer training and access to and affordability of fertilizers.



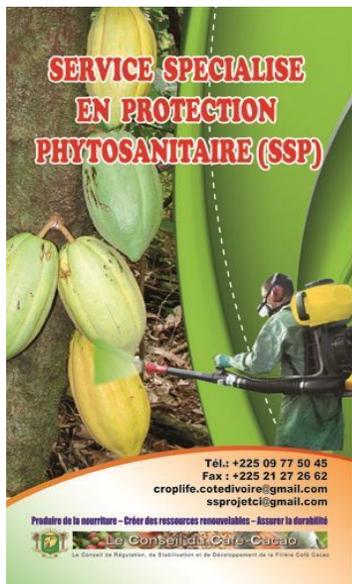
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SUCCESS STORY

Spray Service Provider Program launched for Cocoa in Côte d'Ivoire



SSP informational banner

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“The efficient utilization of agro-chemicals in cocoa which is necessary for sustainable cocoa production depends on the training of qualified sprayers”. Mrs. Massandje Toure-Liste, Director General, Conseil du Café-Cacao.

The use of fake and adulterated products in cocoa production could soon be a thing of the past thanks to the Spray Service Provider (SSP)—Service Spécialisé en Protection Phytosanitaire in French—concept implemented by WCF/ACI technical partner WCF/ACI. The program was launched in Côte d'Ivoire on August 14, 2013 under the auspices of the Conseil du Café-Cacao. Present at the launch were over 100 representatives of government agencies, chocolate manufacturers and cocoa processors, exporters, research and certification bodies and farmers.

An SSP could be a registered agro-input dealer or a farmer who has received special training to apply pesticides and who hires out his services to farmers. Farmers will negotiate a price directly with the SSP. For the long term, the SSPs could set themselves up as entrepreneurs by adding other services such as pruning to the services they provide to farmers.

The benefits of the SSP program include the use of approved pesticides at the correct time and dosage for specific target pests and diseases and the prevention of over-exposure of farmers to pesticides as SSPs will use personal protection equipment. Additionally, the SSP concept will help eliminate the practice of over-stocking of pesticides by farmers, which together with the introduction of empty container management systems will ensure compliance with environmental standards.

At the policy level, the SSP will allow governments in cocoa producing countries like Côte d'Ivoire and Ghana to phase out government subsidized programs on pests and disease control, which do not adequately cover the needs of farmers.

Ultimately, the program will train 1,200 SSPs who will supply their services to at least 40,000 cocoa farmers in Côte d'Ivoire. This will contribute to the realization of the WCF/ACI goal of increasing the incomes of 100,000 cocoa households by 150-200% by 2016.