

# Income and Employment Opportunities through Cashew Apples Processing in Ghana

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## Introduction



Most of the world's cashew harvest comes from Africa. In, 2018, Africa produced 57% of the world's volume of cashew which translates to over 15 million MT of cashew apples which is mainly not utilized. The income levels of most cashew farmers tend to be low. Notwithstanding, the potential for creating jobs, achieving higher incomes, improving food and nutrition from growing and processing cashew by-products has not yet been fully harnessed in Africa.

In Ghana, it is estimated that more than 300,000 farmers are directly engaged in cashew cultivation, generating a chain of ancillary employment for about 200,000 people who work as buying agents and dealers, transporters, retailers etc. Our cashew sub-sector itself is dominated by smallholder farmers who own and till up to nearly 90 per cent of the cashew farms in the country.

### Problem statement



Cashew apples, have high nutritional value (five times the vitamin C in oranges) which can be processed into products such as juices, candies, marmalade, jams, jellies etc. but Ghanaian farmers do not have any commercial use for cashew apples. It is anticipated that the crop will increase from its current 90,000 to 400,000 metric tonnes in 10 years meaning more cashew apples will go to waste.

### Value chain affected

The cashew value chain in Ghana is mainly about producing raw cashew nuts (RCN) and exporting to overseas. Only a small percentage of the RCN is processed and marketed within Ghana. Cashew apples is virtually non-existence in the cashew value chain in Ghana. The upgrading of cashew value chain in Ghana with the introduction of cashew apple products will increase the incomes of cashew farmers and women entrepreneurs who would be trained and help to setup up cottage industries for cashew processing, create employment and also consumers will enjoy the high nutritious content of cashew apples.

### Solution approach

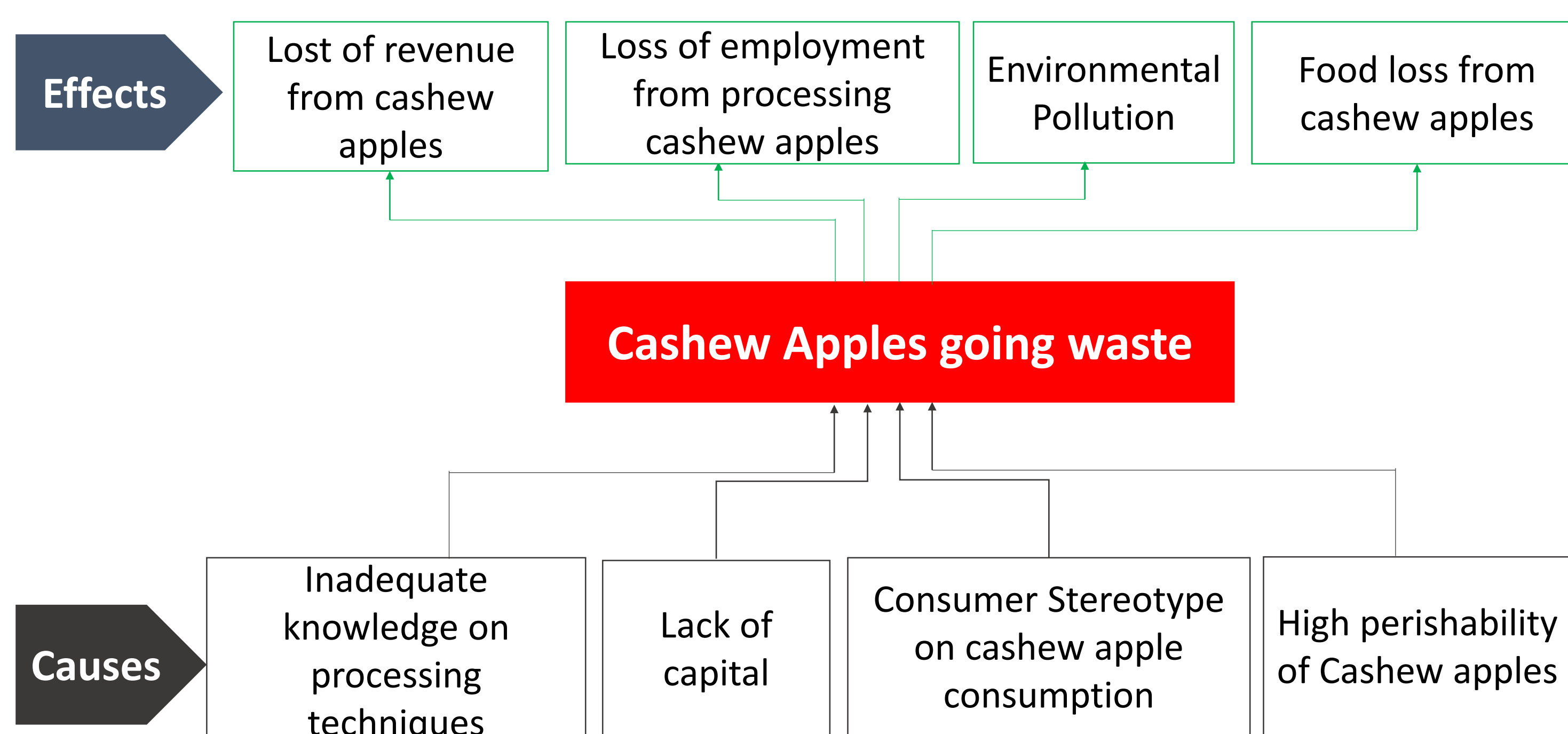
Processing the cashew apples can provide a platform for the economic empowerment of women especially in rural areas. A social enterprise would be established to train women on technical and entrepreneurial skills in processing cashew apples into jams, juice, marmalade and candies. The women would be supported with capital (equipment for processing) through donor funding. The social enterprise will also establish a profit-making processing unit for cashew apples.

## Objectives

The prime objective is to empower rural women to process and market cashew apple products in Ghana. The specific objectives are

1. Train individual and women groups on how to prepare cashew apple juice, jam, marmalade and candies
2. Support trained women with equipment needed for cashew apple products through donor funding
3. Provide business start-up coaching and entrepreneurial skills for 6 months
4. Produce and market cashew apple products through outgrower scheme with cashew farmers

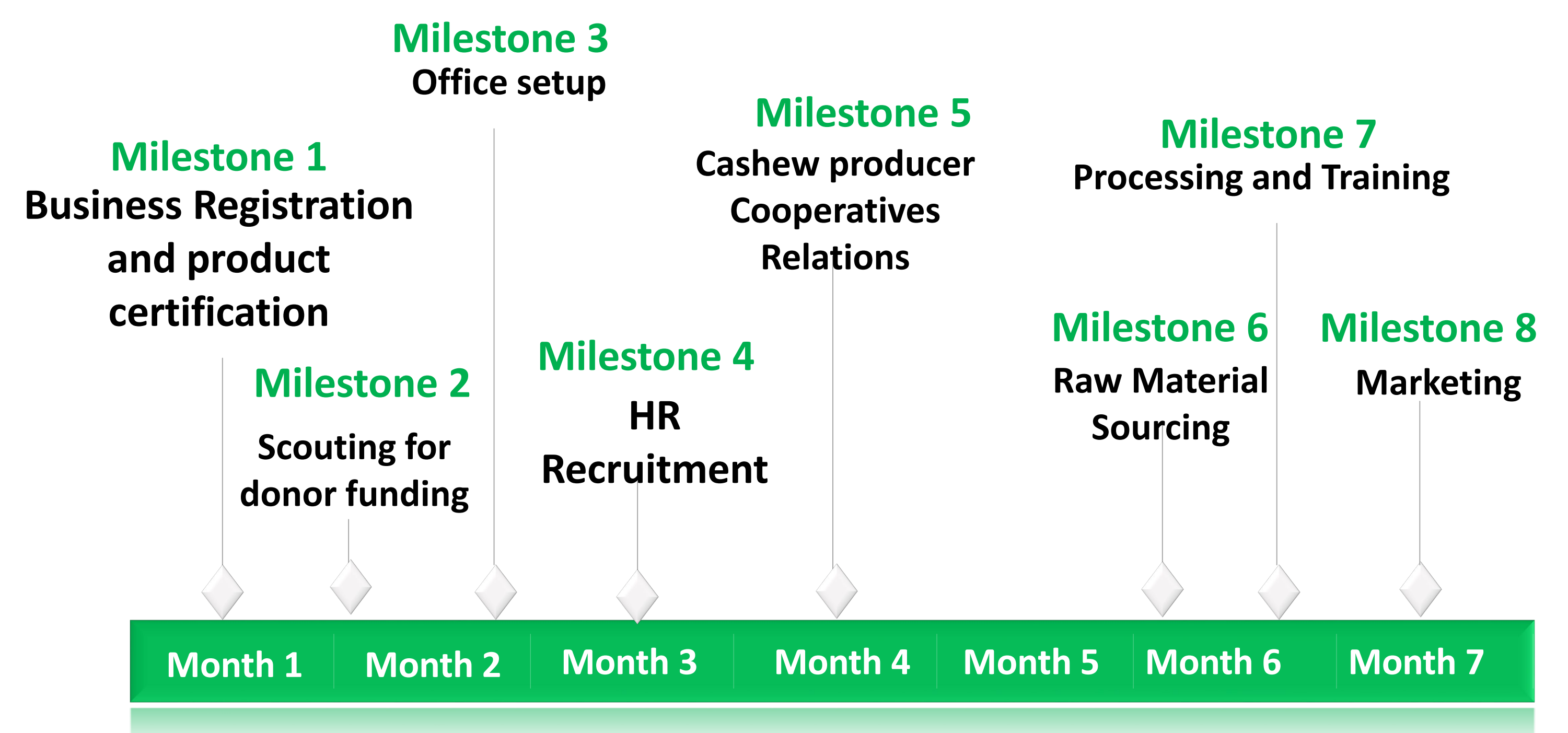
## Problem tree



## Possible risks

1. Consumer acceptance of cashew apple products
2. High perishability of cashew apples after harvest
3. Climate change may affect production quantities

## Implementation steps

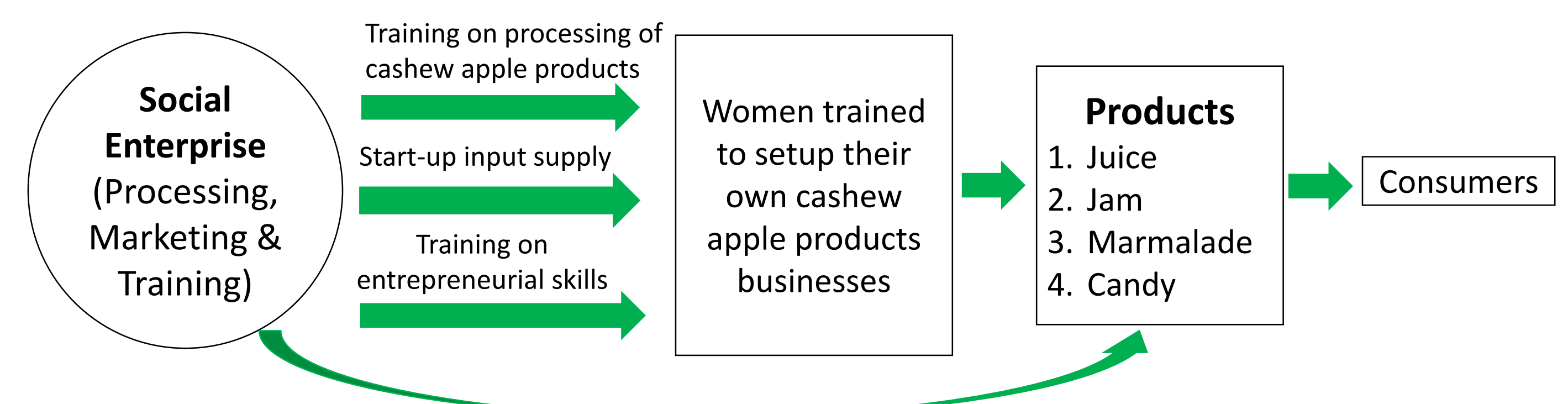


## Expected costs

### INVESTMENT COSTS SUMMARY

Expense item	Euros (€)	Euros (€)
<b>Fixed Cost</b>		
Business registration and product certification	500	
Building Rentals for 3 years	3,000	
Officer refurbishment, equipment and furniture	200	
Machinery and installation	10,000	
Website and Sign posts	2,000	
Vehicle	8,000	
<b>Total Fixed Cost</b>	<b>23,700</b>	
<b>Variable Cost</b>	<b>Per month</b>	<b>3 years</b>
Salaries and Wages	1000	
Raw material supplies	200	
Office supplies	100	
Utilities	200	
Marketing and Communication	100	
Repairs and Maintenance	200	
Miscellaneous	200	
<b>Total Variable Cost (Working Capital)</b>	<b>2,000</b>	<b>72,000</b>
<b>Total Start-up Capital for 3 years</b>		<b>95,700</b>

## Expected outcome(s)



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