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# ACA Provides Business Training to Valency Cashew Processing Ltd. in Nigeria

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Under the USAID-West Africa's Global Development Alliance grant, ACA sponsored a business advisory and training field trip to benefit Valency Cashew Processing Ltd., a Nigeria based value-adding, medium-scale cashew enterprise. Valency, an established cashew processing company with promoters from Singapore and longstanding ACA member, has been selected as one of the beneficiaries for the second phase of the USAID Global Development Alliance (GDA) project that will run through 2018. The first phase of the project, which took place from 2012 to 2015 in West Africa, assisted over 10 cashew SME's through trainings for middle managers and higher management that included topics such as business and food safety advisory. This second phase aims to improve rural livelihoods by increasing the competitiveness of cashew processing

in West Africa as well as enabling local processors to expand their value added product exports.

Valency Cashew Processing Ltd. closed the 2016 production calendar year realizing 83% of its total installed capacity of 7,500 TPAPS<sup>1</sup>, which corresponds to an annual sales turnover of US\$ 10 million and supports over 30,000 cashew local farmers through raw seed purchases. During the factory visit, ACA's Business advisor delivered capacity building training on best cashew processing practices and techniques to over 15 supervisory staff and the technical manager's team to ensure consistent productivity and safety in production operations. Dahiya also delivered refresher training that focused

<sup>1</sup> Tonnes per annum per shift of eight hours



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## ACA ACTIVITIES

on cashew processing trends, competitiveness, quality grading & pre-export control, maintenance, and waste management best practices. Prior to the trainings, he evaluated the final graded cashews for exports in line with AFI Standards and their buyer's benchmarks.

Following the visit to Valency, ACA also assisted a small-scale cashew processing firm called Food Pro Ltd. for three days at their established facility. Food Pro's Ilorin facility is currently working on capacity expansion and technology renovations under ACA direct advisory and technical assistance service. Food Pro has been encouraged to join the GDA project assistance and advisory group for the 2017 season to ensure effective technical assistance to grow their business.



### ACA Hosts Second Phase of MIS Training Under Walmart Project in Kilifi, Kenya



ACA's "Empowering Women Cashew Farmers" Walmart Project targets 10,000 cashew farmers in Kilifi County, Kenya to be trained on various aspects such as good agricultural practices, apriary management, Cashew orchard management, and the use of Marketing Information System (MIS) to aid in selling their raw cashew nut. The main objective of this approach is to reach the targeted 10,000 farmers through a trickle-down effect.

From April 26th to 27th, ACA held the second phase of the MIS training workshops under ACA's "Empowering Women Cashew Farmers" Walmart Project in Kilifi, Kenya at the Baobab Sea Lodge. The workshop followed the first series that was conducted from November 16th to 17th in 2016. The training is designed to impact the TOTs with the necessary knowledge required to conduct similar trainings to the 500 lead farmers across the four sub counties within the project vicinity.

Centered on four major topics, the information shared during the training is of paramount value. Topics covered during the workshop included using ACA's SMS services during the cashew season, group sales, RCN quality, planning cascade trainings, and more. Targeted farmers get a full understanding of the materials at the workshop and are then able to make use of it when selling their RCN.

### ACA Contributes to improve Cashew Planting Material and By-Product Processing Technology following the Launch of a Trilateral Cooperation



On the 16 April 2017, Ghana Ministry of Food and Agriculture hosted the launch of a trilateral cooperation between Ghana, Germany and Brazil governments. The objective of this cooperation is to improve the quality of research in the development of cashew clones that are high yielding and tolerant to major diseases, pest and well adapted to the local condition. It also aims to improve efficiency and technologies of cashew processing and by-products processing.

As part of this initiative's achievements, 10 hectares of polyclonal seed orchards will be planted and two cashew by-product processing technologies will be introduced to farmers' cooperative.

The African Cashew Alliance (ACA) which is a major private sector stakeholder is honored to have been invited to participate and contribute to the planning workshop of this initiative, from the 18th - 19th May, together with the Brazilian Agricultural Research Cooperation (EMBRAPA), the Ghana Research Institute of Cocoa and German International Cooperation, through the Competitive Cashew initiative.

### ACA Seal Highlight

#### Anatrans

Recognized internationally as an industry accepted certification program, the ACA Quality and Sustainability Seal has continually promoted its aim of ensuring food safety, quality, and social/labor components of cashew processing on the African continent. Several processing units in Africa have opted for this certification. Anatrans is one of these ACA Seal Certified processing facilities. Founded in 2009 and first certified in 2013, Anatrans aims to uphold the standards that accompany the ACA Seal, which is why it chose to recertify. Anatrans is a limited company located in Burkina Faso whose main market is Europe and the United States with a focus on organic and Fairtrade clients. The company has maintained a stable production capacity since its inception. However, high RCN prices and difficulties in the market for cashew byproducts remain the greatest challenges for Anatrans. Anatrans sees the African Cashew Alliance as a unique platform through which it can contribute towards the development of the African cashew industry.

For Anatrans, the ACA Seal is a very important part of its continuous development and a relatively accessible first step to getting an international accreditation such as the BRC as it has helped the company to gain credibility with clients; however, Anatrans wishes that the ACA Seal can be more standardized and not seen as a prerequisite for another certification. Being a member of ACA has given Anatrans the opportunity to benefit and share from the experiences of others at the annual conference. The conference also helps build relationships with different actors. Through the website, the news flashes and the market information we have easy access to cashew news.

Perhaps the biggest impact that our membership could have on our business would be if ACA were able to set the agenda in the harmonization of cashew policy in West Africa. The recent efforts and success in discussions with the CCA in Ivory Coast to allow cashew exports to neighboring countries are very encouraging.



## NEWS AND INFORMATION

### GEPA TO IMPLEMENT 10-YEAR CASHEW DEVELOPMENT PROGRAMME TO INCREASE PRODUCTION AND EXPORT EARNINGS

The Ghana Export Promotion Authority (GEPA) as part of its mandate to increase non-traditional export earnings in Ghana and within the framework of the National Export Strategy (NES) is implementing a 10-Year Cashew Development Programme (2017-2017) to accelerate the development and management of the cashew industry. GEPA has set up a desk to drive a minimum of GH¢675 million into the development of the cashew value chain over the next 10 years. Ghana Export Promotion Authority (GEPA) is therefore providing the leadership role in coordination and management of the cashew development programme and is working with stakeholders in the industry to mobilize the required financial resources needed to boost cashew production to increase export earnings.

GEPA recognizes the important role of agricultural products in the non-traditional exports especially cashew being the single highest non-traditional export earner in the agriculture sector and is determined to increase cashew production from the current 70,000 metric tonnes to 200,000 metric tonnes by

2027, and at the same time increase export earnings from the current US\$196,783,774 in 2016 to US\$1 billion in 2027.

The 10-Year Cashew Development Framework (2017-2027) has the following objectives:

- Expand production of RCN from 70,000MT to 200,000MT
- Support research & development to improve inputs & technology.
- Promote the production & marketing of cashew by-products – fruit
- Promote local consumption of roasted cashew products
- Support capacity building in the value chain to improve efficiency at all levels
- Promote competitiveness of the entire value chain
- Develop suitable financing for the cashew industry
- Establish a National Cashew Development Board

To facilitate the implementation of the 10-Year Cashew Development Framework in Ghana, GEPA has signed a Memorandum of Understanding (MoU) between the cashew umbrella body, the Cashew Industry Association of Ghana (CIAG) made up of a number of industry groupings and a consultant BLC, to drive forward the cashew export development agenda for the next 10 years.

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## Ghana Export Promotion Agency (GEPA) and Exim Bank Affirm their support for the Ghana Cashew Industry

At a meeting held on the 24th May 2017, in the office of the Ghana Export Promotion Agency (GEPA), the CEO of GEPA, Hon. Gifty Klenam, affirmed GEPA's support towards the development and regulation of the cashew industry in Ghana.

Setting the agenda for the meeting, Mr. Winfred Osei Owusu, President of the Ghana Cashew Industry Association (CIAG) gave a brief background on the problems facing the cashew industry in Ghana, as well as steps taken by CIAG in collaboration with the Ministry of Food and Agriculture as well as the Ministry of Trade and Industry, towards the formation and a cashew regulatory board. The only thing, he mentioned was lacking in the process is funding, which through this collaboration, is hopeful to make progress.

In delivering a goodwill message, Mr. Ernest Mintah, the Managing Director of ACA expressed his pleasure to see the Cashew Industry Association of Ghana making so much effort together with governments' own initiatives like the set-up of an inter-ministerial committee, all with the aim of forming a regulatory body for the cashew industry in Ghana. He underlined that, at the end of the day, the most important thing would be collaboration among all actors for a strong industry.

Mr. Seth Osei Akoto, Director of Crop Services of the Ministry of Food and Agriculture (MOFA), in his speech,

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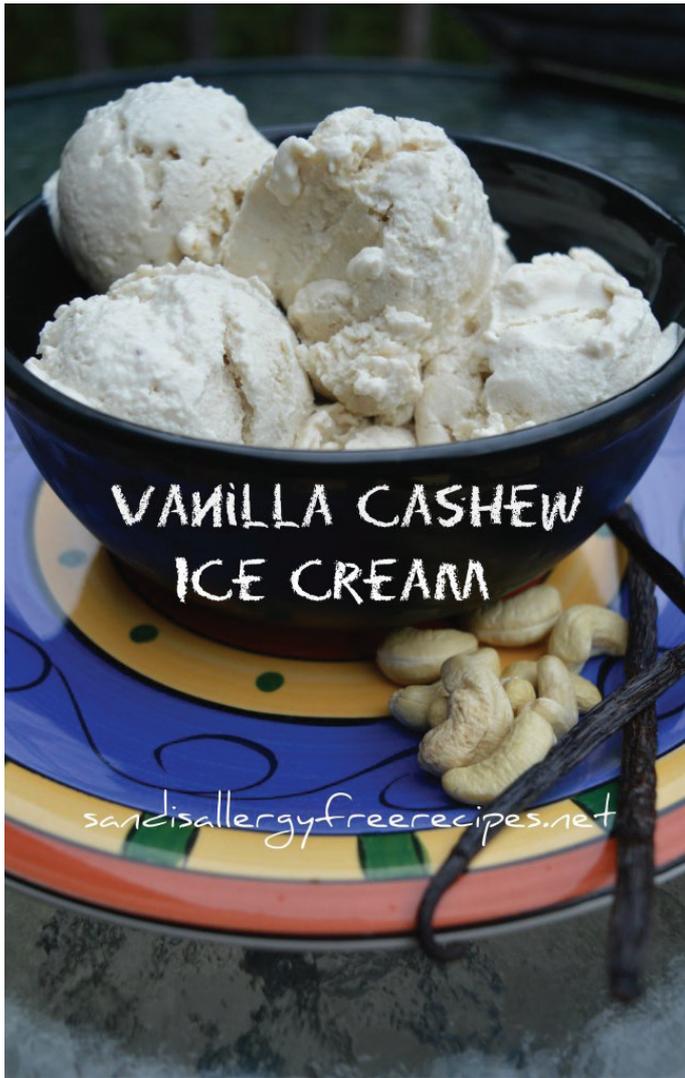
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disclosed government's efforts over the years to develop the cashew sector in Ghana. These efforts he confirmed, is what has led to the first steps towards the formation of a cashew regulatory board for Ghana, through the formation of a joint inter-ministerial committee to lead this initiative. As a result, a regulatory framework for the development of the cashew sector has been developed.

The Exim Bank, represented by Madam Nana Ama Poku, also shared their vision for the sector, as not only focused on channeling funds for development, but also for capacity building that will lead to increased production and productivity along the value chain. They pledged their support to accompany this collaboration through to the achievement of concrete results.

ACA will continue to support such initiatives and collaboration leading to the development of the cashew industry.



## Vanilla Cashew Ice Cream

### Instructions

1. Soak cashews in 3 cups of water for at least four hours, up to overnight.
2. Drain cashews.
3. Add cashews, dates, vanilla, and 1 and ½ cups of water to high powered blender
4. Blend until smooth. Add a little more water if needed to blend to a smooth consistency.
5. Check the taste to see if ice cream is sweet enough. Add maple syrup, if desired, and mix thoroughly.
6. Put mixture into a freezer safe container and stir every 30 minutes until reaches desired texture.
7. Store in the freezer and enjoy!

### Ingredients

- 3 c. raw cashews
- ½ c. dates-pitted
- 2 tsp. vanilla
- 1 ½ c. water
- ¼ c. maple syrup (optional- if you want it sweeter)

Source: <http://www.sandisallergyfreerecipes.net/vanilla-cashew-ice-cream-paleo-vegan-dairy-free-gluten-free/>

## Upcoming ACA Activities

### September

18 - 21 ACA annual Cashew Conference



10 years/ans

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LA VOIX DE CAJOU AFRICAINE

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