

13<sup>th</sup> ACA Annual Cashew Conference



# FOSTERING SYNERGIES INFLUENCING MARKET DYNAMICS



*Dar es Salaam & Zanzibar*  
**Tanzania**

*7-9 November, 2019*



## LIFFT-Cashew Project in SeGaBi Region



# Shelter For Life International (SFL)

SFL is a non-profit relief and development organization with headquarters in Minnesota USA.

Over 30 years of experience and extensive history in infrastructure, agriculture development, food security and enterprise development.



Population Movement  
& Settlement



Public Infrastructure  
Reconstruction



Social & Economic  
Development

# LIFFT-Cashew project

LIFFT-Cashew - Linking Infrastructure,  
Finance and Farms To Cashew

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This is a 6-year program (2017-2023) with a budget of \$26 million USD funded by USDA to enhance the production and trade of cashews in local and international markets

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Target area: the cashew growing regions of Senegal, The Gambia and Guinea-Bissau.

# Goals of the Project

## Production of RCN

Increase or  
maintain quality  
of RCN outturn  
in 52-54 lbs

## Sales of RCN

Strengthen  
associations  
/cooperatives  
and sale up to  
50% of RCN  
produced  
through them  
by organizing  
collective sales

## Processing of RCN

Increase  
processing of  
RCN to  
additional  
30000 tons of  
RCN locally

# Project components

Components	Goals
Cooperative/association strengthening	Organize collective sales - commercialization
Access to finance	Attract private investments and loans from banks to cashew sector.
Cashew Fund	\$2 million USD support to processing companies
Infrastructure	Build +130 km of roads
Agriculture	Improve RCN quality and introduce organic certification
Information system	Development of information system for cashew sector

# Areas of intervention by LIFFT-Cashew

Areas of Intervention	Production of RCN	Sales of RCN	Processing of RCN
Beneficiaries	Farmers	Associations / cooperatives	Processors
Strategic Partners	Government, ministries, agencies		
Main Partners	Processing Companies Local & International Buyers		
Implementing Partners	Financial institutions; Investors; Development projects; NGOs;	Research institutes; Universities; Extension service providers; Consulting companies, etc.	

# Tools and methodology

Methodology

Policy (Public-Private Dialogue)

Access to Finance, Cashew Fund

Coaching, training, advisory services

Warehouse  
Receipt System

Good Agricultural  
Practices

Investments

LIFFT-UP  
(information platform)

Roads, sales  
collection points

Partnerships

# SeGaBi region

Senegal,  
The Gambia  
Guinea-Bissau,  
considered as  
one SeGaBi  
economic region.





# SeGaBi region

Main Features	Senegal	The Gambia	Guinea-Bissau
Area, sq. km	196,722	11,300	36,125
Population, people	15,020,945	2,092,731	1,833,247
GDP, M.\$	23,498	1,625	1,429
Cashew sector:			
Production (MT, 2019 E)	30,000	14,600	200,000
Average KOR (lbs)	50-52	50-52	52-54
Average yield (kg/ha)	300-400	350-450	250-350
Processing capacity (MT of RCN, 2019 E)	5,400	1,500	32,000
Processing utilization (MT of RCN, 2019 E)	2,600	1,500	12,000

# Sector challenges in SeGaBi

Lack of government participation and clear strategy in cashew value chain

Taxes, legislation, investment environment for processing

Lack of government coordination in cashew value chain

Limited access to financing for processors during the season

Limited access to new technologies and equipment

Lack of certification and traceability to help improve processing

Lack of capacity of associations/ cooperatives in organizing collective sales

Lack of capacity development for farmers to improve productivity and quality

# Sector opportunities in SeGaBi

Regional integration  
in cashew  
production and  
processing

Processing  
opportunity - 5% of  
RCN produced in  
the region is  
processed

Increasing  
Governments  
interest in the sector

Growing cashew  
production in the  
region

Growing market of  
cashew by-products  
(apple juice, wine,  
etc.)

Introducing collateral  
Management  
Agreement (CMA) or  
Warehouse Receipt  
System (WRS)

High-volume  
production with the  
highest quality RCN

Introducing Market  
Information System

New jobs for women  
and youth

# Let's cooperate!!!

Governments

We are open for policy dialogue, exchange of experience, knowledge sharing

Buyers of RCN

We can aggregate 250 000 tons of RCN available for export

Investors

We can assist you in finding partners in cashew processing (equity / loans)

Financial institutions

We have processors and buyers interested in loans and financing

Processors

We can assist you in creating supply value chain for your new processing factories

Buyers of kernel

We can assist you in regular supply of quality cashew kernel

Other ideas?

Talk to us! We are happy for any synergies and partnerships that bring the SeGaBi region growth, development and sustainability!

Alone is difficult, slow and boring.  
Smart and fair cooperation is speed, scale,  
fun, and tangible results.

Together, let's make something happen!

Thank you!

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