

# Expert Report

Strengthening of the quality infrastructure system to increase the competitiveness of agricultural export products

Project number: 95318 / 2015.2091.5

## Technical Cooperation with **GSA**

Country | region: Ghana

Objective: CALIDENA hand-over for the mango value chain

City | country: Accra, Ghana

Duration: 9 – 13 July 2018

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Function: Consultant

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## Abbreviations | Explanation of terms used

<b>ACI</b>	African Cashew Initiative
<b>BBS</b>	Bacterial Black Spot
<b>CALIDENA</b>	Methodology Name (Calidad y Cadena – Quality and Chain)
<b>ComCashew</b>	Competitive Cashew Initiative
<b>EPA</b>	Environmental Protection Agency, Ghana
<b>EU</b>	European Union
<b>GGC</b>	Ghana Grains Council
<b>GIZ</b>	German Agency for International Cooperation
<b>GSA</b>	Ghana Standards Authority
<b>MoFA</b>	Ministry of Food and Agriculture, Ghana
<b>PPRSD</b>	Plant Protection and Regulatory Services Directorate, Ghana
<b>PTB</b>	Physikalisch-Technische Bundesanstalt, Germany
<b>SOP</b>	Standard Operating Procedure
<b>SPS</b>	Sanitary and phytosanitary
<b>UNIDO</b>	United Nations Industrial Development Organization
<b>1D1F</b>	One District One Factory

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## 1. PRELIMINARY REMARKS

The objective of the project is to improve the offering of quality infrastructure services needed for quality assurance for selected agricultural export products considering international good practice, and increase their use.

The activities related to CALIDENA described in this report contribute directly to project output A, which aims at informing value chain actors about quality aspects and ensuring that their demand for quality infrastructure services is known.

The current mission is the fourth in the frame of the project that is dedicated to the application of the CALIDENA methodology and closes the process for the mango value chain:

July 2017: Training of local facilitators for the CALIDENA methodology.

October 2017: Kick-off of the CALIDENA process for the mango value chain.

February 2018: Follow-up workshop on CALIDENA activities for the mango value chain.

July 2018: Hand-over of the CALIDENA activities for mango to the Mango Round Table.

This report is focused on the activities and results of the mission directly related to CALIDENA.

## 2. OBJECTIVE

The mission had the following objectives:

- Hand-over of the CALIDENA process to the Mango Round Table.
- Presentation of feasibility studies as basis for the selection of the next commodity for the application of the CALIDENA methodology in Ghana.
- Participation in the Technical Steering Committee meeting.

## 3. IMPORTANT RESULTS OF THE EXPERT MISSION

### 3.1 GENERAL COMMENTS ON THE CURRENT SITUATION

The CALIDENA methodology finds broad acceptance in Ghana and appears to be well suited to the Ghanaian working culture. The process for the mango value chain is in the hand-over phase, with continued high stakeholder engagement and visible achievements. The process fostered networking and rose awareness on quality issues in the value chain. Moreover, concrete activities, such as the calibration of the cold rooms at the port and the development of instructions for sampling for pesticide residue testing could be implemented. For the selection of the next value chain, feasibility studies are being prepared.

### 3.2 DESCRIPTION OF THE CENTRAL ACTIVITIES AND RESULTS

#### Agenda

<b>Monday, July 9, 2018</b>	Meeting Prof. Alex Dodoo
	Workshop preparation with Richard and Belinda
<b>Tuesday, July 10, 2018</b>	CALIDENA Hand-Over Workshop and ceremony
<b>Wednesday, July 11, 2018</b>	Meeting at PPRSD, EPA & GSA to discuss pesticide study
	Presentation of CALIDENA feasibility studies
<b>Thursday, July 12, 2018</b>	Meeting with GSA chemistry laboratory
	Technical Steering Committee meeting
<b>Friday, July 13, 2018</b>	Meeting with Angela Dannson, MoFA
	Meeting with GSA pesticide residue laboratory

**Meeting with Prof. Alex Dodoo**

The Director General of the Ghana Standards Authority (GSA) confirmed that he strongly supports the CALIDENA activities carried out in the frame of the PTB project. With regards to mango, he raised the doubt whether the Mango Round Table is ready to take over the activities. He highlighted that GSA should take the lead in addressing quality issues and support the Mango Round Table. Specifically, he suggested to hold a meeting with the Mango Round Table to personally discuss the collaboration.

**CALIDENA Hand-Over Workshop**

The CALIDENA Hand-Over Workshop for the mango value chain was held at GSA. Numerous participants from the different value chain links, from quality infrastructure institutions, ministries, research institutes and other support organisations attended the workshop.

The continuation of the activities within the Mango Round Table was clarified and the participants reviewed the activities carried out so far and defined additional activities, which will be followed-up upon in the frame of the Mango Round Table.

In the afternoon, the official Hand-Over Ceremony took place, during which a Letter of Intent was signed by GSA and the Mango Round Table. The Hand-Over Ceremony was covered by the local press and a short press release was sent to the German Embassy for publication on their website.

The documentation of the workshop including the participant list and the Letter of Intent can be found in the annex (5.1).

**Presentation of feasibility studies**

The trained CALIDENA facilitators Richard Nyumuah and Dr. Bernard Nsiah presented the preliminary results of the feasibility studies carried out on cassava, cashew and chilli (see slides in the annex). The audience was constituted by Paul Date (GSA), Kofi Biney (GIZ), Florian Winckler (ComCashew), Hans Bless (GIZ/PPRSD) and the PTB consultants Christina Förg-Wimmer and the rapporteur. After each presentation, time was allowed for questions and comments.

The main outcomes of the presentation session can be summarized as follows:

The results so far let suggest that all three commodities would lend themselves for awareness raising activities on quality issues. All three sectors are organised and motivated actors, including possible hosts for a CALIDENA process, who would be able to take over the process upon conclusion, could be identified. Additionally, all commodities are in the focus of government programs and are thus supported to strengthen their economic contribution.

Cassava is of interest, because it is grown everywhere and there is potential for local processing. However, the processing industry seems to be dependent on the One District One Factory (1D1F) program that is yet to be implemented. Moreover, the export numbers for cassava products are still limited, with cassava chips showing the most potential, particularly for the Chinese market. It was mentioned that UNIDO is initiating activities to improve quality of cassava.

Cashew shows great potential due to the export share of 90% for raw nuts. Quality gains importance for buyers in Vietnam and India, which represent the largest markets for raw cashew.

However, quantity is an issue for local processing, with government considering an intervention on the market. The quantity issues could undermine the quality focus necessary for CALIDENA. Florian Winckler welcomed a possible CALIDENA process for the cashew value chain as complementary to the activities of ComCashew (previously the African Cashew Initiative – ACI). During the Technical Steering Committee meeting (see below), however, Safoa Osei mentioned that UNIDO is currently initiating a project for quality in cashew that will address standardization amongst other focus areas.

Chilli is also a highly relevant crop for export. After the export ban to the EU has been lifted, quality needs to be sustained to increase export volumes to previous levels. Sanitary and phytosanitary (SPS) standards as well as good agricultural practice are of interest in the industry, particularly considering the new amendment to the regulation on export of chilli to the EU that requires the produce to come from a pest-free area.

### **Technical Steering Committee meeting**

During the meeting of the Technical Steering Committee for the PTB project, the rapporteur gave an update on the status of the CALIDENA activities:

- The first application of the methodology in the mango value chain was successful and the activities were officially handed over to the Mango Round Table. Within the Mango Round Table, further activities in the focus areas of the Green Label Standard, calibration and pesticides will be carried out.
- Moreover, feasibility studies for the selection of the next commodity suitable for the application of CALIDENA within the PTB project are being carried out. Preliminary results for the pre-selected commodities cashew, cassava and chilli were already presented.

In the subsequent discussion, it was highlighted that the calibration of spraying equipment that is being addressed within the mango process is very important. It was suggested that GSA provides training for PPRSD staff on this matter, to assure the extended use of good practice. GIZ will arrange a meeting to proceed with this activity and requested PTB support for GSA for the matter. The activity was included in the project action plan agreed by the Steering Committee.

Kofi Biney also informed about a video with instructions to fight Bacteria Black Spot (BBS) disease in mango farming, which is being developed by GIZ. The instructions are still being validated and finetuned during two more growing seasons, then the video will be disseminated.

Safoa Osei informed that UNIDO starts to work on quality in cashew processing, including standards development and good hygiene practices. Other commodities UNIDO is engaging in are palm oil and cassava. To avoid duplications, it was agreed that the concept note and contact person for UNIDO's value chain activities would be shared with PTB.

Finally, it was mentioned that an exchange on the experience with taking over CALIDENA activities between the Ghana Grains Council (GGC) and the Mango Round Table could be helpful, so lessons learned can be shared and challenges can be discussed.

Detailed information about other topics discussed during the Technical Steering Committee meeting, as well as the results of the other meetings carried out during the mission can be found in the report of the intermittent short-term expert Christina Förg-Wimmer.

#### 4. CONCLUSIONS AND RECOMMENDATIONS

The first CALIDENA process within the project was successfully concluded. The Hand-Over Workshop showed once more the strong commitment of the stakeholders with good participation from the different value chain links and relevant institutions. Overall, the feedback by the participants was positive, confirming the benefit of the process and the suitability of the methodology. Next to the value of the networking and increased awareness on quality aspects in the value chain, concrete activities were implemented to address quality gaps. For the continuation of the work on quality in the mango value chain, good use should be made of the momentum and activities should be carried on. For this, the commitment of the Mango Round Table needs to be assured with support of GSA. At the same time, the support institutions can continue the learning process on quality aspects in value chains and improve their customer orientation with the next CALIDENA process once the commodity has been selected.

*The following next steps are recommended:*

For the CALIDENA process on mango the **conclusion of the outstanding activities** should be supported:

- The design and printing of the standard operating procedure (SOP) for knapsack calibration should be finalised. Distribution of the posters should be organised by Fred, in collaboration with Richard and other GIZ staff in the frame of activities carried out with mango farmers in all production zones. Additionally, GSA can distribute posters during the training sessions on the SOP (see next point).
- Training of PPRSD staff in the regions on the SOP through GSA was identified as an important activity to assure the defined procedure will be correctly applied by farmers across the country. The lead in organising this activity will be taken by GIZ (Kofi Biney). Support for GSA to carry out the training by PTB was requested during the Technical Steering Committee meeting and was included in the activity plan.
- The pilot study on pesticide quality should be finalized and the CALIDENA participants should be informed about the results.
- A final report on the CALIDENA process on mango shall be prepared by the rapporteur and distributed to the stakeholders, to inform about the achievements and remaining gaps, and to assure the lessons learned from this first application of the CALIDENA methodology on an export value chain in Ghana can be taken into consideration for other processes.

To assure the success of the hand-over to the Mango Round Table, it is recommended to **follow-up** on the progress made with the continuation of the CALIDENA activities:

- The suggested meeting between the Director General of GSA and the Mango Round Table would be an important push for the continuation of the activities for quality in the mango value chain. PTB should follow-up with GSA, to find out about whether the meeting took place, and which were the results.
- During the next visit of the rapporteur, a meeting with the Mango Round Table representatives could be organised, to get feedback on the continuation of the process.
- If deemed useful by the Mango Round Table representatives, a meeting with Ghana Grains Council (GGC) could be arranged to exchange about the experience, including lessons learned and persisting challenges, with taking over a CALIDENA process.

Regarding the selection of the **next commodity** for the application of CALIDENA in Ghana, the results of the meetings during the mission let suggest that chilli would be the most suitable product. This is mainly because of the involvement of UNIDO in the cashew and cassava value

chains. The rapporteur will follow-up with Safoa Osei to receive the concept note and contact person at UNIDO in charge of the respective value chain activities.

For the finalization of the **feasibility studies** and the selection of the next commodity, the following timeline is recommended:

What	Who	By when	Comments
Finalization of 2 <sup>nd</sup> draft	Bernard and Richard	3 August 2018	Agreed after presentation
Feedback to 2 <sup>nd</sup> draft	PTB, GIZ, GSA, PPRSD	20 August 2018	Possible pre-selection of commodity
Review of feedback and finalization of feasibility studies	PTB, Bernard, Richard	14 September 2018	
Sharing of final version with GIZ, GSA, PPRSD and UNIDO	PTB	20 September 2018	
Final decision on commodity	PTB, GSA	28 September 2018 (latest)	

The **next CALIDENA Kick-Off** should be organised well in advance. Considering the timeline for the commodity selection, it is recommendable to start the process in late 2018.

For the kick-off, the presence of a **representative of the PTB project** is strongly suggested, as decisions about the PTB contribution to the CALIDENA action plan need to be taken. Furthermore, it is an important opportunity to network with the stakeholders of the selected value chain, inform them about the PTB project and demonstrate the commitment of the project to the methodology and process.

The trained **local facilitators** should be involved from the beginning in the process. The rapporteur recommends selecting Richard Nyumuah as main facilitator for the process. During the mission in July and in previous occasions Richard has shown understanding of the CALIDENA methodology and of quality issue in agricultural value chains, as well as competence in workshop facilitation. Lysbeth Adetola and Bernard Nsiah should be further involved as participants in the process and could take the lead in the implementation of activities included in the action plan. Their willingness to participate and to support selected activities in the frame of the PTB project should be confirmed beforehand.

5. ANNEX  
5.1 FOLLOW-UP WORKSHOP DOCUMENTATION