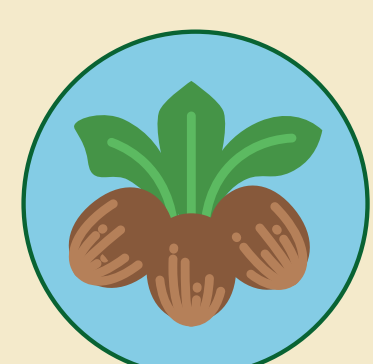


DEVELOPING SHEA VALUE CHAINS TO ACCELERATE RESTORATION IN GHANA

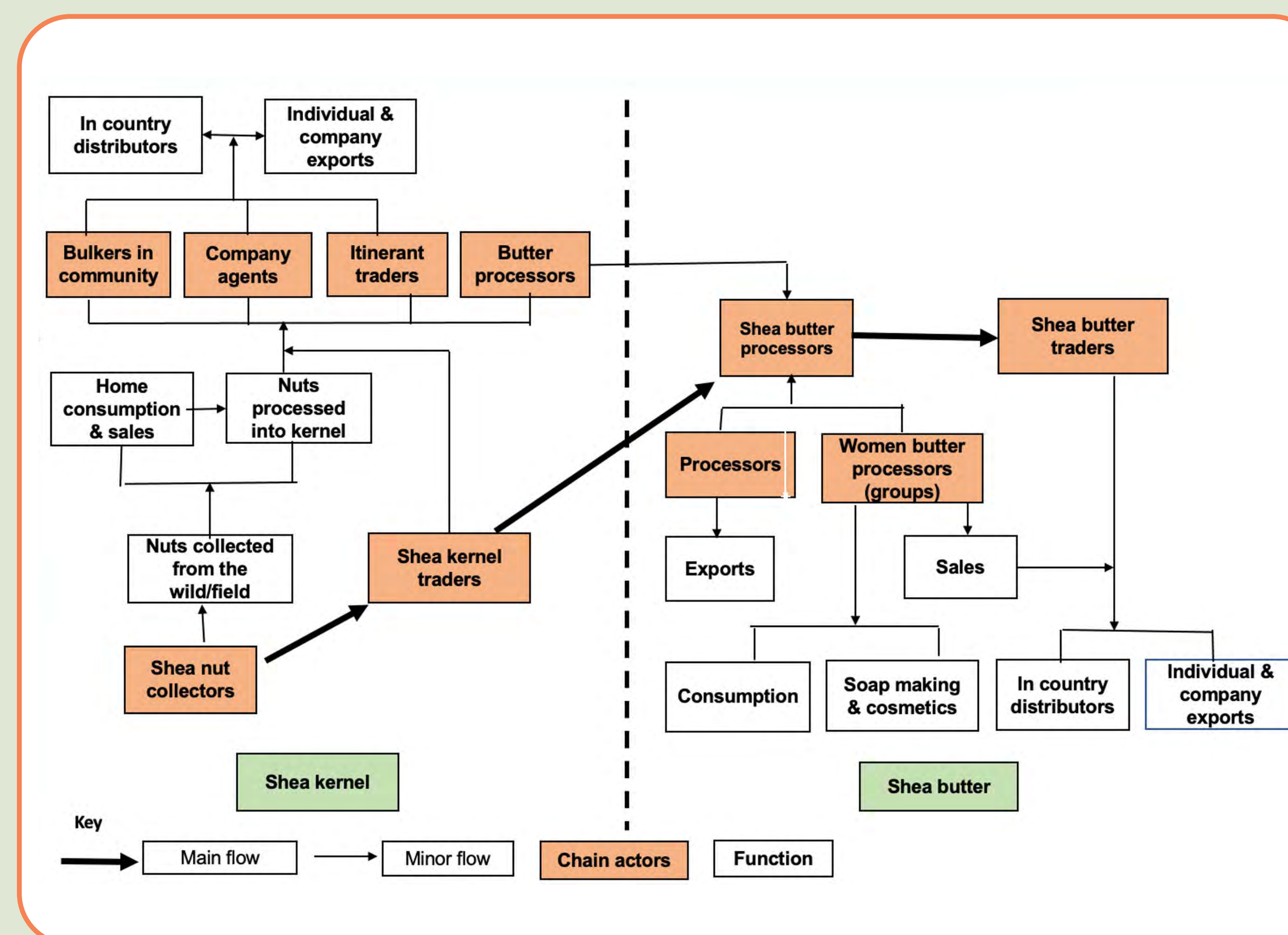


BACKGROUND



Shea is collected, processed, and marketed by 18.4 million women across sub-Saharan Africa.

- **Shea chains** has a gross production value of about USD 284 million & a value add of USD 203 million (captured at local level by women collectors and local processors).
- Major **exporters** are Mali, Burkina Faso and Ghana.
- **Annual Gross Income for women** collectors is about USD 75.
- **Women collect** about 4 bags of 85 kg of kernels, with 2 bags traded with intermediaries and 2 bags used for local processing of butter for local market consumption.
- **Mean price** per bag sold is USD 24.
- **Gross income** could increase to USD 167/ year through shea parklands restoration and improvement of collector productivity.
- **Sales:** 5% go to the local market & 95% to the international markets.
- **Potential** - production value to expand to about USD 593 million (6% growth/year) between 2019 & 2032; with a value add of USD 452 million by 2032 (FAO & GSA, 2020).



SUCCESS: CAPACITY OF KEY CHAIN ACTORS IMPROVED



Lessons: shea resources management, marketing, women involvement, actor participation at local and international scale appraised.

- 3 Cooperatives/SMEs supported with trainings to enhance product value addition.
- Trainings on buss devt and finance - support in business registration, group dynamics, trade fairs/linkage forums, costing, links to savings for transformation/loan groups.
- Development of business plans and linkages between cooperatives, the purchasers, traders and the microfinance institutions.



DEVELOPING SHEA VALUE CHAINS TO ACCELERATE RESTORATION IN GHANA

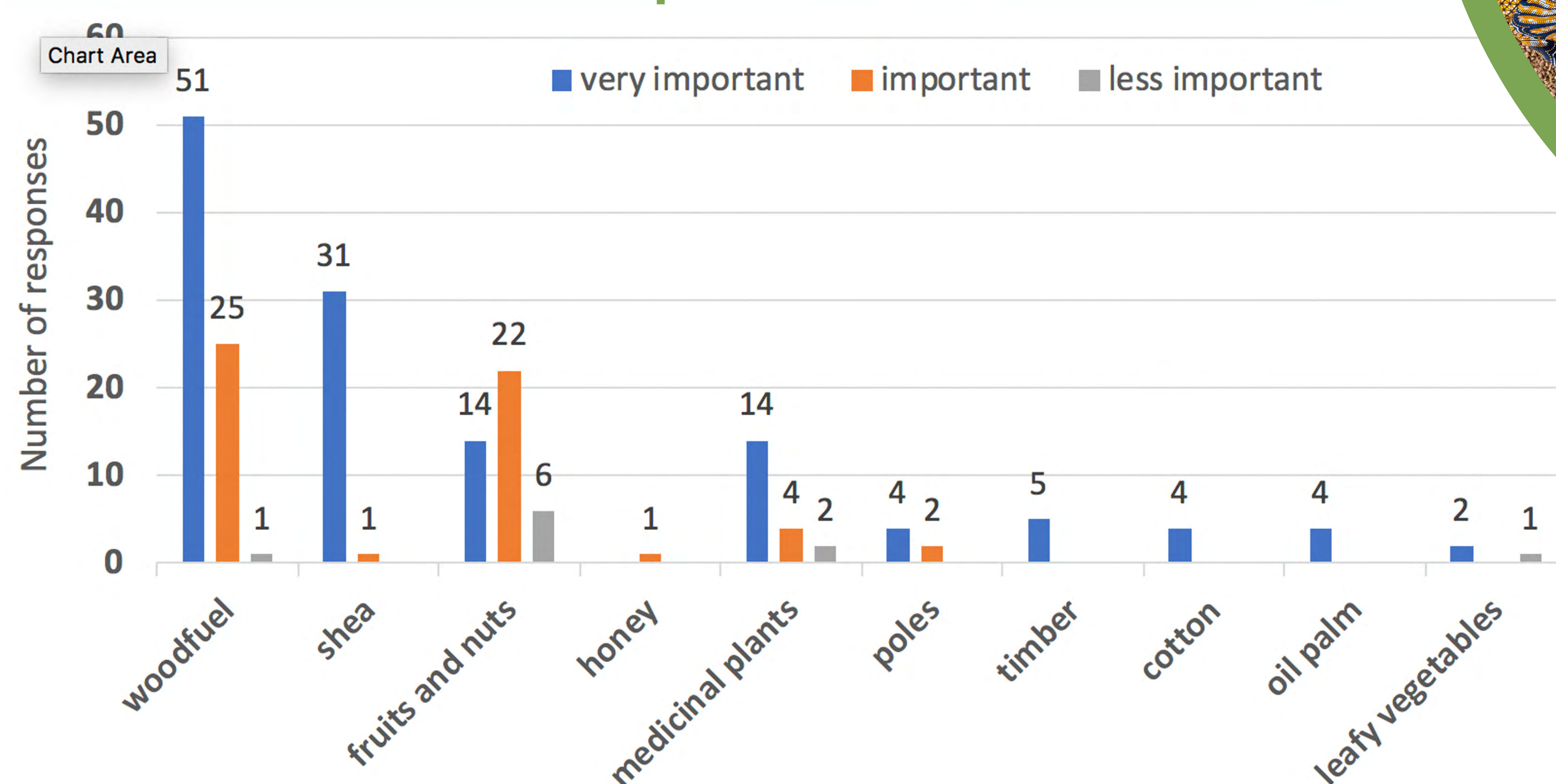


REGREENING APPROACH

- Focus on improving **technical & governance frames** through **trainings, tools and materials support** for production, processing for value addition.
- Cross country learning events, focused group discussions, project site visits, **national forums** to appraise chain development & actor linkages.



FGDs: Common tree product businesses from



BOTTLENECKS

- Off takers receive produce of mixed quality & quantity due to provenance variability
- Lack expertise- past initiatives focused little on tree-value chains
- Limited energy & water resource
- High transport costs
- Limited project budget & timeline available to support full product development
- Mature or degraded shea tree stock to support profitable product development
- Poor policy, governance onstitutional frames

DEVELOPING SHEA VALUE CHAINS TO ACCELERATE RESTORATION IN GHANA



References

- Carsan S, Koech G, Mausch K, Oduol J, Arinloye-Ademonla D, Bourne M (2021) Eight steps for developing local tree value chains. A short guide with lessons on starting profitable and sustainable tree product businesses. World Agroforestry (ICRAF).
- Carsan S, Koech G, Hailemariam G, Njogu K, Odoul J, Chomba S (2018) Tree products value chain development. Scoping Assessment Report. Regreening Africa Project.

IMPROVEMENTS

Immediate (Year 1 & 2)

- Support with nuts grading techniques, cost effective innovative packaging techniques and product branding.
- Train on tree management to support regeneration.
- Identify potential partners to leverage key chain activities e.g. financing & marketing support.

Medium term (Year 2 & 3)

- Support formation of producer, processor marketing groups.
- Link producers to markets.
- Tree planting. FMNR, insitu grafts to increasing the number of shea trees on their farms.
- Governance: By-laws changes marketing outlet for tree-based resources.

Long term (Year 3 & 4)

- Advocate for construction of a collection centres to store surplus produce.
- Support with processing equipment to enhance quality of the shea products for better market prices.
- Support with water harvesting, firewood sources and storage technologies.