



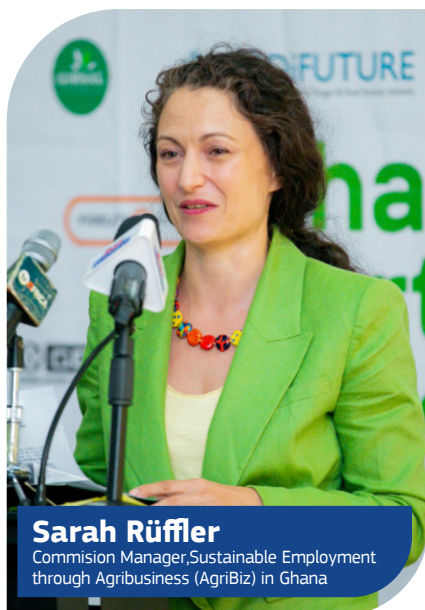
# Market Oriented Agriculture Programme in North-West Ghana (MOAP NW)

Improving quality agricultural production for  
increased household incomes and job creation.

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# Foreword



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through Agribusiness (AgriBiz) in Ghana

Eight years ago, a vision was set in motion; one that sought to transform agriculture, empower smallholder farmers, and create lasting economic opportunities in north-western Ghana. As we mark the successful completion of the Market-Oriented Agriculture Programme in North-West Ghana (MOAP NW), we reflect with immense pride on a journey that has reshaped communities, strengthened agribusinesses, and improved livelihoods across the region.

MOAP NW has not just been a programme; it has been a movement. A movement that has redefined farming practices, driven agribusiness growth, and promoted sustainability. More than 83,000 smallholder farmers are implementing the climate-smart agricultural practices promoted, leading to improved yields and household incomes. Innovative solutions, such as neem bio-pesticides and seed traceability technology, have fostered environmentally sustainable farming while enhancing productivity.

In the heart of Wa, the establishment of the neem processing factory, managed by the Tibourataa Neem Processing Women Group, stands as a beacon of women's economic empowerment. What began as an effort to promote organic alternatives to synthetic pesticides has evolved into a thriving enterprise, providing rural women with sustainable incomes and reinforcing climate-smart agriculture.

Across the region, women farmers have gained access to handheld manual push planters through cost-shared policies, reducing labor intensity and increasing efficiency on their farms. Agribusinesses have flourished, with more than 50 MSMEs benefiting from tailored training, business advisory services, and market linkages through trade exhibitions. This has enabled them to expand production, access new markets, and contribute meaningfully to the agricultural value chain.

The support structures in the agricultural value chain were not left alone. The three regional and 14 district Departments of Agriculture have been strengthened in their role in spearheading agricultural development within the EUGAP Joint Programme Area. The staff of these departments are now developing proposals to other funding organisations, and offering enhanced agriculture and agribusiness advisory services. As of the closure of MOAP NW, the Nandom Municipality had successfully obtained funding from Guinness Ghana Ltd. and SNV's Partnership for Sustainable Sorghum Sourcing in Ghana (P3SG) programme.

These milestones would not have been possible without the unwavering dedication of our partners. The Ministry of Food and Agriculture, regional and district Coordinating Councils, regional and district Departments of Agriculture, the private sector, civil society organisations, farmer-based organisations and other development stakeholders. Their commitment to driving change has been instrumental in shaping the future of agriculture in North-West Ghana.

We celebrate the dedication, resilience, and collaboration that have made this journey a success. As MOAP NW transitions, we trust that the strengthened agricultural systems, empowered communities, and sustainable practices will continue to drive prosperity for generations to come.

## Remarks by Upper West Regional Coordinating Council



**Hon. Charles Lwanga  
Puozuing, Esq.**

Upper West Regional Minister

As the saying goes, “*everything that has a beginning must eventually come to an end.*” Although the Market-Oriented Agriculture Programme in North-West (MOAP NW) Ghana ends, its profound impact will live in the minds of stakeholders and partners.

The Upper West Regional Coordinating Council is proud to have collaborated with MOAP NW in advancing sustainable agriculture and economic empowerment in the region. Through this collaboration, regional and district authorities were empowered to improve their planning processes. In 13 districts Medium Term Development Plans (2022-2025) were successfully developed and implemented.

Additionally, farmers were trained in Good Agricultural Practices (GAPs) through the establishment of demonstration plots. These served as learning hubs where farmers could practically engage with climate-smart farming techniques, improved input usage, and sustainable land management strategies.

Women’s economic empowerment was a core focus of the programme, exemplified by its support for the Tibourataa Neem Processing Women Group in managing the neem factory in the Wa Municipality. This initiative not only promoted sustainable farming practices but also created economic opportunities for rural women. Additionally, the programme’s cost-shared policy enabled women farmers to acquire handheld manual push planters, improving efficiency, reducing labor intensity, and enhancing agricultural productivity.

Beyond improving farm-level productivity, MOAP NW played a crucial role in enhancing agribusiness competitiveness by supporting small and medium enterprises (SMEs). By facilitating market linkages and exposure through trade exhibitions, agribusinesses gained new market opportunities, fostering economic growth within the agricultural sector.

The programme’s impact will endure, as the knowledge imparted, structures established, and opportunities created will continue to benefit farmers and agribusinesses for years to come.

## Background

The agriculture sector in Ghana employs about 33% of the working population (GSS, 2021). Agricultural productivity and the quality of the produce are nevertheless still very low. With a growing scale of demand for quality products on the national and international markets, producers and agro-processors must improve their production systems. The requisite support systems by public- and private-sector agricultural advisory service providers need to be developed to meet this demand.

In partnership with the Ministry of Food and Agriculture, the European Union (EU) supports productive investments for agricultural development in Ghana's north-west, under the EU Ghana Agriculture Programme (EUGAP). This is expected to contribute to higher annual incomes of smallholder farmers' households and to secure permanent jobs along the supported value chains. EUGAP is implemented through three complementary programmes covering (1) value chain improvement, (2) climate change resilience, and (3) productive investment / infrastructure development.

The value chain improvement component is known as the Market-Oriented Agriculture Programme in North-West Ghana (MOAP NW). Since April 2021, MOAP NW has been part of the programme, Sustainable Employment through Agribusiness in Ghana (AgriBiz), which is commissioned by the German Federal Ministry for Economic Cooperation and Development (BMZ) and implemented by the Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH.

## Our Objective

MOAP NW supports **quality agricultural production**, which results in **increased incomes** and the creation of **jobs** along the seven supported value chains: **cashew, groundnut, mango, rice, sorghum, soybean, and vegetables**. The programme promotes inclusive and sustainable growth in selected geographical areas in Ghana's north-west.

<b>Project name</b>	Market-Oriented Agriculture Programme in North-West Ghana (MOAP NW)
<b>Funded by</b>	European Union (EU) and German Federal Ministry for Economic Cooperation and Development (BMZ)
<b>Project regions</b>	14 districts in 3 regions: Upper West, North East and Savannah
<b>Implementing partners</b>	Ministry of Food and Agriculture (MoFA) and the decentralized Departments of Agriculture (DoAs), as well as private-sector actors
<b>Duration</b>	April 2017 – March 2025

## Our Approach

MOAP NW applies a value chain approach, with special attention to high-value crops. The programme intervenes at different levels: farm enterprises, their associations, service providers and local authorities. It stimulates community and other private investment in production, service provision and value addition, in particular for economic activities that positively impact young adults and women.

**Business-oriented smallholder producers** are supported to satisfy market demand in terms of quality and quantity and are linked to national and international processors and buyers.

MOAP NW partners with the public extension structures in the districts and private sector initiatives, to promote a **demand-driven approach to sustainable agriculture**.

The programme understands **agriculture as a business opportunity** for the actors along the value chains and facilitates market linkages for producers and off-takers. The programme ensures the readiness of the communities to use and maintain the productive infrastructure.

## Key Milestones of MOAP NW since 2017

### The capacities of decentralized structures have been strengthened for agricultural development



381 Department of Agriculture staff are delivering advisory services in specialized areas (Conservation Agriculture, greenhouse operations, plant health clinics, irrigation agronomy, etc.) to smallholder farmers with the support of MOAP NW.



Over 27,000 smallholder farmers have increased yields and meeting quality demands through enhanced access to agricultural extension advisory arrangements between the Departments of Agriculture and private offtakers.



13 districts were supported to develop and implement their 2022 – 2025 Medium-Term Development Plans effectively.



All 14 district Departments of Agriculture have been supported to develop and present proposals to secure funding for agricultural initiatives and community development. Two applications from Nandom and Lawra have been successful so far. The Guinness Ghana Ltd. and SNV's Partnership for Sustainable Sorghum Sourcing in Ghana is funding the Nandom Municipal Department of Agriculture to implement activities in the sorghum production, while the Ghana Skills Development Fund is supporting a beneficiary through the Lawra Municipal Department of Agriculture.



## Public, Private Partnerships for Growth: The Duri Farms Story

*Duri Farms operates as a nucleus farmer, working with over 1,000 smallholder soybean and groundnut farmers. Since 2018, the Farm has collaborated with MOAP NW to provide extension services to the farmers and inputs credit services for over 300 of the outgrower farmers. The Farm also provides complimentary threshing services at subsidized costs with three high-performance threshers procured through a cost-sharing mechanism with MOAP NW, which has contributed to the reduction of post-harvest losses.*

*At the start of each cropping season, through an application by Duri Farms to the MOAP NW Agricultural Inputs Revolving Fund, the input credit services have been sustained. The Farm also signs agreements with the Wa East Department of Agriculture each season to ensure the farmers receive extension service from Agricultural Extension Agents. Duri Farms operates a warehouse for dry-stored agricultural produce, and has benefited from training for enhanced warehouse management.*



## Climate-sensitive quality production has been promoted with different actors throughout supported value chain



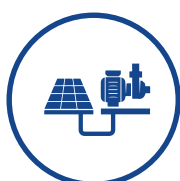
83,000+ farmers have been introduced to GAP techniques leading to improved yields and higher incomes across the seven selected focus crops



Productivity gains among trained smallholder farmers range from 78% (1,483 kg/ha for rice) to 99% (1,207 kg/ha for soybeans), increases as compared with the 2017 baseline survey crops yield data.



92% of supported smallholder farmers, of which 48% are women and 56% are young adults (below 36 years), are applying at least five recommended GAP practices. Two of these practices directly address climate sensitivity.



6 solar-powered micro-irrigation facilities have been established with support from MOAP NW across the joint programme area to support year-round agricultural production. About 300 women farmers are producing vegetables across these facilities.



339 producers across 3 value chains have obtained certification according to sustainability standards: Ghana Green Label (vegetable), EU Organic (groundnut) and GlobalGAP (mango). On average, the farmers are earning up to 70% more through sale of the certified produce, compared to what would have been realized through sales to the domestic, conventional market.



The Neem Processing Factory, operated by the Tibuorataa Women Group in Wa, produces the environmentally friendly biopesticide, Neem Crop Protector, with support from MOAP NW. More than 24,000 litres of Neem Oil and about 110,000 kg of Neem Seed Cake have been produced for the market. The products are available in agro-input shops across the country.

## Bisikaan solar-powered micro-irrigation scheme

*Six sites in Tanchara (Nandom), Bisikaan (Wa East), Kpartorigu (Mamprugu-Moagduri), Ko (Nandom), Pavuu (Lawra) and Dissah (North Gonja), have been developed as solar-powered micro-irrigation facilities by MOAP NW. The support for the installation of these facilities is to enable year-round agricultural production, which is much needed, especially in the north-western part of the country. About 300 farmers, most of whom are women, are benefiting from this intervention and producing dry season vegetables commercially.*

*At Bisikaan, the SPIS facility supports 45 women smallholder farmers, cultivating a one-acre fenced garden. Vegetable production activities have commenced on the plots since December 2024. The women supply to the local market but also aim to serve hotels and restaurants in Wa through a local aggregator.*





## Increased capacities of VC actors for the implementation of inclusive business models (IBM) and service provision



About 13,000 smallholder farmers now receive embedded services from 24 offtakers and 8 VSLA Unions through linkages facilitated by MOAP NW. These services include extension services, input pre-financing and threshing services.



More than 15,000 farmers have increased their yields through access to high quality and certified farm inputs, including seeds, pesticides and fertilizers, sourced from trained agro-input dealers.



871 smallholder farmers (88% women) benefited from manual handheld push planters on a cost-shared basis, reducing labor and time required for planting.



180 agro-input dealers have been capacitated to provide private agricultural extension services to farmers.



14 agro-input shops have set up plastic waste collection bins across the Wa Municipality, with the support of MOAP NW. The plastic waste recovery system is implemented by the district body of the Ghana Association of Agro-Input Dealers (GAIDA) in partnership with Zoomlion Ghana Ltd.



More than 50 agribusinesses have become more competitive through business development and linkages to national markets.



18 aggregators have procured high-performance multi-crop threshers through cost-shared mechanisms offered by MOAP NW. The threshers are contributing to enhanced post-harvest management in the field.



5 agro-processing factories have been equipped with facilities for the expansion of their activities, with up to 25,000 EUR matching grants each.



About 300 women rice processors are producing high-quality parboiled rice for the domestic market.

## Trash for Cash – The Farm Hazardous Plastic Waste Recovery System Initiative

*Ghana generates over 1,000,000 MT of plastic containers annually, with a significant element being potentially hazardous empty pesticide containers, most of which are packaged in rigid plastic. Improper disposal, burning, burying, or abandonment poses serious environmental and health risks.*

*To address this, MOAP NW, introduced the commercial farm plastic waste recovery and recycling system in collaboration with the Ghana Agro-Input Dealers Association (GAIDA) and Zoomlion Ghana Limited.*

*This initiative contributes to reducing hazardous waste on farms, whilst providing additional income for both farmers and Agro-Input Dealers. So far, 28 collection cages have been installed with 14 Agro-Input Dealers in Wa Municipality. The system operates on the model of farmers collecting and returning triple-rinsed empty plastic waste to the agro-input dealers at a fee of GHS 1.50 per kilo. The participating agro-Inputs dealers bulk up the collected empty pesticide containers and sells to Zoomlion at GHS 2.50, earning GHS 1 per kilo. Zoomlion processes the recovered plastic waste into plastic flakes and repurpose into products like man-hole covers, waste bins, waste pipes, etc.*

*This system improves environmental sustainability and strengthens the agricultural value chain through responsible waste management.*



## Wechiau Organic Groundnut Group and Climate-Smart Roller-Roofed Drying Platform

*The Wa West Organic Groundnut Producers are a group of farmers operating in the Wechiau Conservation Resource Management Area (CREMA). The CREMA also houses the Wa West hippo sanctuary. Being a protected area, the farmers are not permitted to use harmful, synthetic agro-products in their agricultural production.*

*The Group has since 2019, with the support of MOAP NW, been producing and exporting organic groundnut with EU organic certification to the Swiss market. The number of certified farmers has almost doubled, increasing from 80 to 157. The quantity of certified organic Obolo variety groundnut has also increased substantially, from 0.35 tons to 5 tons. This support has been complimented by improved warehousing and installation of post-harvest handling equipment (peanut sheller and vacuum packing machine), and to deal with the vagaries of climate change, a roller-roofed drying platform.*

*With climate uncertainty, it is often the case that groundnut drying on tarpaulin or concrete platforms during the dry season following harvest, are subjected to freak rainstorms, providing ideal conditions for aflatoxin-producing fungal growth. The innovative roller-roofed drying platform at Wechiau, responds to this climate-related challenge. In the event of an approaching storm, the roller roof can be rapidly rolled out to protect the drying groundnut.*





## Jonga VSLA and Rice Parboiling Group

*The Jonga VSLA have been using the improved parboiling vessel to produce quality milled rice for the market. They procured the vessel through a cost-shared facility with MOAP NW, after they had been trained in improved rice parboiling techniques, by the Upper West Regional Women in Agricultural Development (WIAD) Unit. The proceeds from the sale of quality processed rice augments the revenue from their farm production and helps to sustain the savings in the VSLA, especially during the off-season. The group has also received support from a MoFA / WFP / IFAD's Enhanced Rural Incomes through Improved Agro-processing facility, due to the impressive work done, with the installation of a rice milling machine.*



## Imprint

Published by	Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH  Registered offices Bonn and Eschborn, Germany  Market-Oriented Agriculture Programme in North-West Ghana (MOAP NW) The Executives, Cantonments 39 First Circular Accra, Ghana Phone +233 302 947 632 / +233 302 947 736 E info@giz.de www.giz.de
As at	March 2025
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Designed by	Taxi 233

GIZ is responsible for the content of this publication.

On behalf of Federal Ministry for Economic  
Cooperation and Development (BMZ)

In cooperation with



Co-funded by  
the European Union



