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Republic of Ghana
MINISTRY OF TRADE
AGRIBUSINESS AND
INDUSTRY



MINISTRY OF
FOOD & AGRICULTURE
REPUBLIC OF GHANA



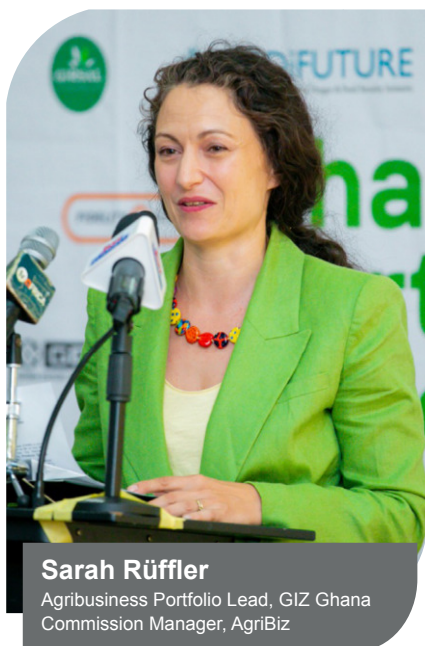
Sustainable Employment through Agribusiness (AgriBiz) in Ghana

Improving conditions for sustainable employment
creation in the agribusiness sector

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Foreword



For more than 50 years, German Ghanaian cooperation has been a cornerstone of the country's agricultural transformation, contributing to the development of agriculture: a sector that remains the backbone of Ghana's economy and a key driver of employment, export earnings, and rural livelihoods.

What began as targeted technical support has evolved into a comprehensive partnership addressing structural challenges along the entire agricultural value chain, from production and processing to market integration and policy reform.

The German Federal Ministry for Economic Cooperation and Development (BMZ) together with the European Union, has supported Ghana in modernising its agriculture, fostering private-sector participation, and strengthening institutions to deliver more inclusive and climate-resilient growth. Interventions have consistently focused on smallholder empowerment, women's economic participation, youth employment, and environmental sustainability, priorities that are increasingly urgent in the face of climate change, land degradation, and growing market competition.

As we celebrate the successful completion of the Sustainable Employment through Agribusiness (AgriBiz) Programme, implemented by the Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH on behalf of BMZ, we reflect on 21 years of continued collaboration and bilateral implementation dedicated to strengthening and building the capacities of MSMEs in the agricultural sector, making the Ghanaian economy more competitive and resilient. The achievements over these years are only made possible with the unwavering dedication of our partners. The commitment to driving change has been instrumental in shaping the future of agribusiness.

By supporting businesses along the entire value chain, from production to processing to the market, the new opportunities for growth and sustainability have been unlocked. Over the years, more than 4,000 jobs have been created by the supported agribusinesses. Over 1,000 agribusiness MSMEs have become resilient and competitive, while more than 83,000 agricultural producers have been capacitated to increase their productivity and income.

As part of support to policy development, AgriBiz supported **14** Member-Based Business Organisations (MBBOs) in the agribusiness sector to enhance their capacity to better represent their members through advocacy, professionalised services, and business development support. Developed through research and multi-stakeholder engagements, 8 position papers are already involved in different levels of influencing political decision-making to improve the business environment.

Our initiatives adopt gender-transformative approaches that go beyond participation to actively challenge and change the underlying social norms and barriers that limit women's involvement in agricultural value chains. For example, through our tractor operator training program, women were equipped with the technical and entrepreneurial skills needed to thrive in a traditionally male dominated field helping to redefine perceptions of women's roles in mechanized agriculture and expanding their access to productive opportunities. Additionally, our initiatives have enhanced women's access to finance and productive resources, enabling them to expand their enterprises and contribute more meaningfully to household and community livelihoods.

Also, our activities had a focus on women led enterprises: Nearly half of all supported MSMEs and partner MBBOs are women led. Women accounted for more than half of the jobs created.

Together with our partners, more than 17,000 smallholder farmers received embedded services as the supply chain management of 37 companies has improved through the facilitation of inclusive contract farming. Quality standards have improved at the farm level and processing level, through the support to obtain certification to sustainability standards of 40 agribusinesses and over 5,500 outgrower farmers. The companies were supported in export readiness, quality production, traceability and exploration of new markets in Europe and North America.

These milestones would not have been possible without the unwavering dedication of our partners. The Ministry of Trade, Agribusiness and Industry, the Ministry of Food and Agriculture, the private sector, Member-Based Business Organization, Business Development Service Providers and other development stakeholders. Their commitment to driving change has been instrumental in shaping the future agribusiness. We celebrate the dedication, resilience, and collaboration that has shaped this success story. As the programme transitions, we are confident that empowered agribusinesses and business associations will continue to support thriving communities, ensuring that sustainable practices pave the way for prosperity across generations.



Hon. Elizabeth Ofosu-Adjare

Minister for Trade,
Agribusiness and Industry

Remarks by Minister for Trade, Agribusiness and Industry

The Ministry of Trade, Agribusiness and Industry (MoTAI), in partnership with GIZ, successfully implemented the AgriBiz Programme to strengthen agribusiness value chains and expand market participation by Micro, Small, and Medium-sized Enterprises (MSMEs) in Ghana.

It will be recalled that, following a government decision in January 2025, the Ministry was restructured and its mandate expanded to formally include agribusiness. This strategic move provided clear leadership across the value chain—from farm to processing, distribution, and export—enhancing policy coherence and strengthening coordination with public and private sector stakeholders. The result was more impactful enterprise support, stronger industrial linkages, and increased job creation as well as export potential.

The AgriBiz Programme focused on practical enterprise development. Through Business Resource Centres (BRCs) with coaching models such as the SME Loop and inclusive contract farming, firms received tailored support in business planning, bookkeeping, financial management, product development, quality improvement, standards, certification, and export readiness. These interventions boosted productivity, improved market compliance, and increased the inclusion of women and youth in competitive value chains.

The Programme also strengthened the service ecosystem. BRCs and local partners were empowered to facilitate access to standards and testing services, and connect businesses to market opportunities. Stronger linkages between producers, processors, and off-takers were encouraged, with a focus on clustering around priority value chains to achieve scale. Structured public–private dialogue further helped to identify operational barriers and shape practical, responsive solutions.

Institutionally, the collaboration delivered lasting benefits. MoTAI's internal capacity for programme management, results reporting, and stakeholder coordination was enhanced, enabling more consistent support to regional and district-level partners. Tools and lessons from AgriBiz have since been integrated into key Ministry initiatives, including the Feed the Industry Programme, the Made-in-Ghana initiative, and the Accelerated Export Development Programme—to consolidate value addition, strengthen local sourcing, improve standards compliance, and boost export competitiveness.

With programme activities concluding in December 2025, the Ministry remains committed to sustaining and scaling the gains. As a consequence, priority actions will include:

- i. Continuing enterprise coaching and after-care through BRCs;
- ii. Advancing standards, certification, and quality improvement for market access;
- iii. Strengthening women- and youth-led participation in value chains; and
- iv. Aligning enterprise support with the Government's broader objectives on industrial transformation, food-system resilience, decent job creation, and export-led growth.

The Ministry extends its sincere appreciation to GIZ for its technical support, and to the Business Resource Centres, agribusiness entrepreneurs, and Farmer-Based Organisations whose collaboration made this initiative a success. MoTAI looks forward to continued partnerships to build on these outcomes and further advance Ghana's industrialisation and agribusiness development goals.

Key Milestones & Achievements

Innovative Solutions for Private Sector Development

The Challenge

Ghana's agriculture and agribusiness sector faces persistent challenges that limit its growth and resilience, even though it contributes 20% to the national gross domestic product (GDP). Many MSMEs lack the business skills and advisory support needed to scale up or remain competitive in a changing market. Only 20% of the raw materials needed by agribusinesses are produced in the country. Smallholder farmers, comprising 80% of all farmers in Ghana, often operate in isolation, with weak links to processors and limited access to fair and reliable markets. Climate change and poor soil management further threaten productivity, making farming less profitable and sustainable. These issues combined reduce value chain efficiency, discourage investment, and slow rural economic growth. Addressing them requires innovative approaches that build business capacity, promote inclusive partnerships, and strengthen climate resilience across the sector.

Our Solutions

To build a resilient agribusiness sector, more than 700 MSMEs were supported through a six-month training and coaching programme, known as the SME Training and Coaching Loop. The Loop targeted improvement in business operations efficiency, financial management, and competitiveness in the MSME. Each enterprise received tailored coaching and training, supported by either private Business Development Service providers or Business Resource Centers. This partnership ensures continued access to quality advisory services while promoting equal opportunities, especially for women-led enterprises. The Loop equips MSMEs with practical tools to develop competitively and grow resilient to external market shocks.

Inclusive business models were promoted for the management of supply chains, by linking smallholder farmers with agro-processors through the facilitation of contract farming arrangements. Structured negotiations that built trust between producers and buyers were facilitated by 18 expert coaches from the Business Resource Centers, MoTAI staff and private consultants capacitated through AgriBiz. This led to formal contracts signed between 13 agribusinesses and about 3,000 outgrowers. Peculiar to the north-west of Ghana, 20 offtakers were supported through an input revolving fund to provide embedded services, including agro-inputs and mechanized services, to more than 17,000 (including 52% women) smallholder farmers. The partnerships provided farmers with stable markets and steady incomes, while processors secured a consistent supply of quality raw materials. As a result, supported businesses increased production by 30% and revenue by 22%, boosting competitiveness across the value chain.

To make agriculture more resilient, over 83,000 farmers were capacitated in conservation agriculture and good agricultural practices that improve soil health and biodiversity. The application of these climate-smart practices by the farmers contributed to increasing farm yields to generate higher incomes. Innovative measures such as composting, biochar and liming with powdered oyster shells have been promoted to enhance soil fertility. Farmers now recycle farm waste and rely less on chemical fertilizers, reducing production costs. The use of the Neem Crop Protector, sourced from neem seeds collected in north-west Ghana, has gained prominence on farmers' fields as the trusted biopesticide.

Impact and achievements



1,406
full-time job equivalents,
including over **750 for women**
and over **900 for young adults**
have been created by the
agribusinesses



507
of the supported enterprises
have increased their profits by
at least **3%** per annum.



85%
of companies

involved in inclusive contract farming arrangements reported significant improvements in processing capacity utilization, achieving an average **30%** increase in production and a **21.9%** rise in revenue compared to pre-intervention levels.



17,664

smallholder farmers, including more than half women, now operate within a more reliable and sustainable supply chain. This has led to stronger market linkages and greater private sector participation in agricultural service delivery



35 **Aggregators & Farmer Unions**

involved in the inputs revolving fund have strengthened the relationship with farmers, improving access to quality inputs, advisory services, and mechanization.



50

women-led agribusinesses

The Womenpreneur Pitch-A-Ton recognized the top ten female entrepreneurs with cash and non-cash prizes and provided business pitching and management training to 50 women-led agribusinesses. The initiative has enhanced their capacity to access finance, grow their businesses and benefit from ongoing coaching support through AgriBiz.



More than
24,000 Liters
of **Neem Oil**

about

110,000 kg
Neem Seed Cake

have been produced for agro-input shops across Ghana. The Neem Processing Factory, operated by the Tibuorataa Women Group in Wa, produces the environmentally friendly biopesticide, Neem Crop Protector.



Over
52,000

producers have applied ecologically sustainable Good Agricultural Practices (GAPs), that enhance soil fertility, lower production costs and protect the environment. Complementary innovations such as composting, use of biochar and resource recycling, including the conversion of oyster shells into agricultural lime have further strengthened sustainable farming systems.

IMPACT STORY

From Chips to Champion: Tailored support for development



In 2018, Augustina Asor-Tufour took a bold step, transitioning from a National Service Person to an entrepreneur. With a passion for creating healthy snacks, she launched Tropical Snacks, beginning with simple plantain chips packaged in standard rubber sachets. Like many early-stage entrepreneurs, she had limited business knowledge, was inconsistent in keeping records, and overlooked the need for clear processes, proper financial tracking, and organized operations.

The change process for Tropical Snacks started in 2023, when she enrolled in the SME Business Training and Coaching Loop, offered by AgriBiz and implemented by one of the BRCs trained, Elitrust. She joined the second cohort of the programme, eager to grow her small business into something bigger. The tailored individual coaching within the 6-month period, which provided advice on her actual needs, proved valuable.

“My coach visited me regularly at my workspace, giving me practical advice. That personal support changed everything,” recalls Augustina.

Though pursuing a bachelor's degree academic programme in Business Administration, Augustina was wowed by the business model canvas tools and record-keeping templates introduced through the Loop. She decided to apply these skills and tools in her business operations immediately.

“Before the Loop, we didn't really keep proper records. I thought my business was too small to need that. But now, I know better”, she shares.

Beyond the business skills, the programme helped her break out of her shell.

“I was very shy growing up. I never wanted to speak in public. But after going through the SME Loop, I gained so much confidence with public speaking. I now pitch my business at conferences and even inspire other young entrepreneurs.”

That confidence paid off. In 2023, Augustina competed in the Access Bank Womenpreneur Pitch-a-ton with 49 other women-led agribusinesses and emerged as the winner.



Tropical Snacks has rebranded its main product, Joy Chips, moving from plastic sachets to durable, packaging pouches. Today, Joy Chips is stocked in major retail outlets, including Ghana Mall (Osu) and Ghana Supermarket (Oyarifa). The business employs five full-time staff, who produce about 3,000 units every month and sourcing from about 15 local farmers.

With the success of Joy Chips, new products are in the offing to ensure year-round production and supply by Tropical Snacks.

“What started as a small idea is now recognized by many. We have been able to procure a distribution van in the last year, while looking forward to constructing a new processing site. I have been empowered, and I am empowering others too. If I can do it, so can they. Thanks to AgriBiz for making what felt once like a dream has become a reality worth living.”

Women economic empowerment

The Challenge

Women are central to Ghana's agriculture and agribusinesses, making up more than half of the workforce and producing a significant portion (70%) of food crops. Almost 90% of the people involved in marketing of food produce are women. Despite their critical role, they face substantial barriers including limited access to land, finance, as well as information and technology. Only 15-30% of female-led agribusinesses receive agricultural extension services and technical advice. Up to 85% of women farm without machinery, and women receive less than 10% of available agricultural credit in Sub-Saharan Africa. Due to these challenges, female-led agribusinesses experience lower productivity. These barriers hinder growth and reinforce gender inequalities in agribusiness.

Our Solutions

Through targeted support and strategic interventions via the SME Loop, over 380 female-headed MSMEs have been capacitated and equipped with skills to improve efficiency, innovation and growth in their business. The GTA Loop has been implemented to apply the standard SME Loop methodology through a gender lens, addressing underlying social and economic disparities between men and women. Trained coaches delivered this approach to over 60 MSMEs, combining business management training, personalized coaching and gender empowerment to strengthen inclusive enterprise development. One initiative strengthening women-led businesses has been the *GTA Loop*, an innovative training tool that combines business management training, personalized coaching, and gender empowerment. The approach was first piloted in Ghana and has since been rolled out to other countries. The initiative equips entrepreneurs with practical skills to improve financial management, enhance market access, and adopt inclusive business practices that promote gender equality and women's economic empowerment.

Under the Pullet Outgrower Scheme, women were supported to expand their poultry enterprises—an important pathway for enhancing income and household nutrition. Through this initiative, members of the Women in Poultry Value Chain Association (WIPVaC) received 2,000 day-old chicks, feed, and vaccines for an 18-week production cycle. The initiative also strengthened women's financial and leadership skills, boosting their confidence and decision-making power. Repayments from the first cycle were reinvested to procure another 2,000 day-old chicks and inputs for new beneficiaries, creating a self-sustaining, women-led model that promotes collective empowerment and economic resilience. Building on this success, AgriBiz supported WIPVaC with an additional 4,000 day-old chicks, along with feed and vaccines, to further scale the initiative.

To bridge the financing gap female-led agribusinesses face in agriculture, *Village Savings and Loan Associations* (VSLAs) and *Entrepreneurship Savings and Loans Groups* (ESLG) have emerged as practical solutions. About 600 groups were formed, pooling resources, building a strong culture of savings, and providing more than 15,000 members with access to small loans with flexible repayment terms. 70% of their share savings on procurement of agricultural inputs for the next season. Beyond promoting financial inclusion, these initiatives have built resilience, fostered entrepreneurship, and created stronger, more inclusive local economies. This approach not only improves women's financial inclusion but also supports their agribusiness and household needs.

The *Women in Mechanization Training*, a one-month intensive programme was designed to impart skills and confidence in young women. The training provided 42 women with the technical and entrepreneurial skills required to operate tractors and other agricultural machinery, a field traditionally dominated by men. Through this initiative, 38 of these women have been employed on commercial farms around the country.

Impact and achievements



380
Female-Headed SMEs

Through the SME Loop, over **380 female-headed SMEs** in Ghana have gained practical skills to run their businesses more efficiently, introduce new products and processes, and expand into local markets. This has helped women entrepreneurs increase their incomes and consequently create opportunities for jobs in their communities.



53%
WOMEN

As a result of the SME Loop initiative, **women now occupy 53%** of all employment opportunities created by supported MSMEs, enhancing their labor force participation, income generation and contribution to value chain development within the agribusiness sector.



78% **JOBS FOR WOMEN**

The Gender Transformative Approach SME Loop (GTALoop) initiative achieved a high rate of women's employment generation, with **78%** of full-time jobs created for women per MSME.



WOMEN

Women account for 88% of the membership of the supported VSLAs, accessing finance through savings toward improving education, childcare and household well-being, enhancing both social and economic resilience in their communities. 70% of the share savings are spent on the procurement of agricultural inputs for improved yields and incomes.



46% **MSMES REINVESTED**

The Gender Transformative Approach SME Loop (GTALoop) initiative achieved a high rate of women's employment generation, with **78%** of full-time jobs created for women per MSME.

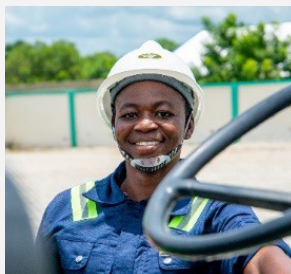
IMPACT STORY

A New Dawn: How Women Are Shaping the Future of Agriculture in Ghana

Imagine the sun rising over the fields of Ghana, casting its first light on a new era of leadership. Here, 42 determined young women are stepping into a field once reserved for men, breaking through age-old barriers, and transforming agricultural mechanization. This is not just about learning to operate tractors—it is about leading a revolution.



Since 2021, AgriBiz empowered young women by enhancing their skills in agricultural mechanization for employment creation. A group of 27 amazing women were trained in two cohorts, in partnership with AgroKings Limited. The successful testimonies delivered after through this partnership led to Tractors for Africa, an agro-company based in Bolgatanga partnering with AgriBiz to train 15 more incredible women. Seeing these women take charge of farm equipment is a major turning point, especially in northern Ghana where most women can only till small farm fields with simple farm tools.



Reflecting on her experience, Matilda, one of the participants from Yendi, shared how she was inspired to join the training after seeing a female tractor operator at a program she attended. *“When I saw a woman operating the tractor, something clicked in me. I thought, ‘If she can do it, so can I.’ That moment changed everything for me,”* Matilda explained.

Like many of the other trainees, Matilda had no experience in driving, let alone operating a tractor. After six weeks of intensive training however, she is not only confident in her abilities but also proud of the progress she has made. *“I never imagined I would be driving a tractor, but here I am. The training was tough, but every challenge made me stronger and more determined,”* Matilda said, her excitement evident as she spoke about inviting her father to her graduation, where she would proudly showcase her new skills.

Lydia Esi Aryee’s story highlights the transformative impact of the training programme. Trained in 2018, she grew to become a trainer. Lydia’s role in this programme was crucial in breaking down barriers and building confidence among the trainees. *“The transitioning phase from being a trainee to being a trainer was made easy by the facilitators I worked with initially. I already looked up to them, so I just imitated what they were doing. It worked for me as a trainee. In training others now, I just do what they were doing,”* Lydia explained.



Her confidence and skill behind the machinery inspired other women to believe they could do the same. Though some women initially doubted her abilities, their trust grew as they saw her expertise in action.

Cooperation with Private Sector for Sustainable Standards

The Challenge

Ghana's agribusiness sector continues to face limited access to export markets and weak competitiveness in meeting international standards. Many SMEs and producers lack certification, capacity, and strong market linkages to reach high-value buyers. Limited awareness of global trade requirements and modern marketing practices further restrict growth, keeping most products confined to local markets. These challenges have particularly affected the mango industry, preventing Ghana from fully harnessing its export potential and achieving sustainable sector growth.

Our Solutions

The export-readiness of Ghanaian SMEs has been championed over the years, working together with the Import Promotion Desk (IPD) and sequa GMBH, both of Germany. Other collaborators such as different interventions of the International Trade Center (ITC) have been brought on board to enhance international trade access, through certification to sustainable standards. The Federation of Associations of Ghanaian Exporters (FAGE) was supported with support from MOAP and AgriBiz.

Ghana's global agribusiness presence has been enhanced by supporting SMEs to participate in international trade fairs such as Fruit Logistica and Biofach in Germany, which included facilitated matchmaking sessions. These events created opportunities for Ghanaian entrepreneurs to connect with global buyers, explore export partnerships, and learn from industry trends.

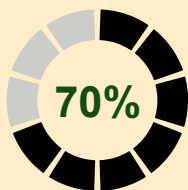
By linking local agribusinesses to international markets, the programme improved visibility, competitiveness, and growth potential. FAGE has been supported to organize the Ghana Horticulture Expo, which has attracted more than 1,000 visitors and hundreds of exhibitors each year since 2024. Thus, facilitating trade and business relations, showcase the potential of Ghana's horticulture sector promoting innovation, and exchange on international best practices.

Access to these markets require proof of quality, ascertained through different market-driven sustainability standards. To this effect, over 5,500 producers and SMEs have been supported to obtain certification to sustainability standards, including organic and GlobalGAP. The introduction and promotion of other local sustainability standards, such as the Ghana Green Label (GGL) and the Progressive Guarantee Scheme (PGS), have been supported as well. Certification to industry standards such as HACCP and FSSC 22000, have been facilitated for agro-processing facilities, to meet international, good manufacturing practices. MSMEs have been supported to obtain licensing according to Ghana Standards Authority and Food and Drugs Authority.

Through the EU funding in north-western Ghana, certification to sustainability schemes have been introduced and promoted with 431 farmers involved in vegetables, groundnuts, and mangoes.

Together, these efforts strengthen the competitiveness and visibility of Ghanaian agribusinesses.

Impact and achievements



Farmers certified to sustainability standards earn up to **70% more from the produce sold** compared to conventional domestic markets. Producers have improved compliance with quality and sustainability standards, gaining access to premium markets. This has strengthened livelihoods of agricultural producers, promoted sustainable farming practices and encouraged wider adoption of certified, high-quality agricultural products.



150



1,000

The Ghana Horti Expo brings together farmers, SMEs, exporters and stakeholders, welcoming over **1,000 attendees** and more than **150 SMEs** annually, since 2024. It has created significant opportunities for networking, market access and business growth, strengthening connections and collaboration across the agribusiness value chain.



38,700
metric tons annually

As of **2023**, **Ghana ranks as the world's leading exporter of shea butter**, accounting for approximately **70%** of global export value and exporting over **38,700 metric tons annually**. This growth has created greater income opportunities for female suppliers and processors, particularly enterprises like Modern Star Sher, which exemplify women's leadership in the shea value chain.

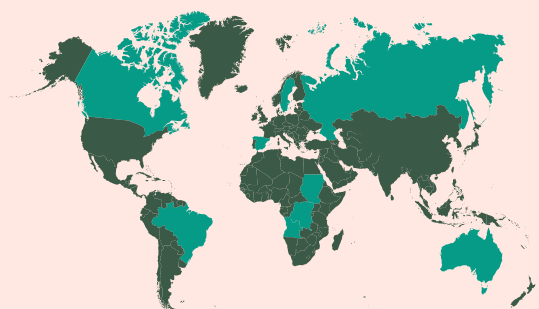


For **international partners, especially in Germany and across Europe**, companies like Modern Star Sher have become a key supplier of high-quality organic shea butter, meeting strict standards required by the healthcare and cosmetics sectors, including use in medical care for cancer patients.



42 destinations
worldwide

US\$75 million



Ghana's mango industry has expanded significantly, exporting to **42 destinations worldwide**. In 2024, Ghana became the **13th largest mango exporter globally** and the second largest in Africa, with the industry generating **US\$75 million** in revenue, boosting the country's agricultural trade profile and creating economic opportunities across the value chain.

IMPACT STORY

BIOFACH as an eye opener

Modern Star Sher, a shea processing enterprise operating in the Savannah Region, is run by Patience Kpiniong. Started in 2022 with 680 collectors and 55 processing, all of whom are women, the company explored the production of shea butter for the UK and European markets. Through technical trainings for the staff of the company, and shared costs for the certification by AgriBiz, the company obtained organic certification in 2023.



Patience was supported in February 2025 to participate in BIOFACH in Nuremberg, Germany, to enhance market access and linkage to buyers interested in sourcing organically produced.

“This opened my eyes and was a whole new level of market”, Patience states. With the participation at BIOFACH, she sees the chance to export to Germany and find potential costumers.

Working with more than 800 women collectors now, Patience sees the opportunity to increase their production to meet the market demand. Modern Star Sher is exploring other markets in UK, Netherlands and Japan.

This certification has contributed to improved livelihoods for the rural women involved with the company through better working conditions and reliable income opportunities.

The support is expected to grow, as Modern Star Sher is a member of the Global Shea Alliance, supported by the GIZ-implemented Special Initiative Decent Work for a Just Transition, to improve access to raw material base through cooperative development.

The company's success demonstrates how cooperation with the private sector can achieve results through certification to sustainable standards, thus achieving sustainable growth in Ghana's agribusiness sector.

Policy Influence for Change

The Challenge

Policy development, together with the strategies and implementation guidelines, for the agriculture and agribusiness sector in Ghana is spearheaded by MoFA, and since 2025, by MoTAI for the latter sector. These policies, strategies and implementation guidelines have to be supported by industry players, reflecting the needs of the sector, for efficiency and effectiveness. Key actors such as the member-based business organisations usually lack the capacity to submit data-driven position papers obtained through coherent research, to influence policy. These are vital for the development of a suitable agriculture and agribusiness ecosystem in Ghana.

Our Solutions

The value chain approach, introduced through MOAP in 2004, has since been fully embedded in MoFA policies, shaping flagship initiatives such as the Planting for Food and Jobs I & II, and the Feed Ghana Programme. This holistic, market-driven perspective has guided the development of value chain strategies for key commodities including mango, pineapple, chili, maize, rice, and citrus, driving continued progress in quality standards and market competitiveness across local, regional, and national markets.

The Plant Protection and Regulatory Services Directorate (PPRSD) of MoFA has been supported in the development and updating of the Plant and Disease Pest List, as well as establishment and adoption of phytosanitary protocols at Ghana's ports. These have enhanced security for all plant products exported, ensuring quality standards are maintained from the farm to the port. Quality inspections according to national standards are conducted for seed producers and agro-input dealers, thereby assuring farmers of quality seeds and agro-inputs for production.

The programme also enhanced agricultural service delivery in 14 districts by building the capacity of extension staff and the Department of Agriculture in planning, budgeting, and reporting. Capacity-building covered all levels of MoFA, with training on value chain development, stakeholder collaboration and project management, and targeted support for proposal development and value chain planning provided to 14 District and three Regional Departments of Agriculture — resulting in Nandom and Lawra Districts successfully securing funding for local initiatives.

Fourteen member-based business organizations have been strengthened to advocate effectively for their members, fostering better coordination between agribusinesses and policymakers. A total of ten research-based position papers have been developed and presented to stakeholders.

Further support was provided for the development of action plans for the MSME and Entrepreneurship Policy. This includes a comprehensive monitoring and evaluation framework, and a stakeholder ecosystem mapping, expected to serve as a guide to MoTAI and its implementing agencies and partners.

Impact and achievements



Through multi-stakeholder platforms, **8 position papers** are influencing policy and regulatory reforms, directly shaping decision-making processes for development of the agribusiness sector in Ghana.



Since 2024, the **Mango Price Mechanism** has been established by the **Tree Crops Development Authority (TCDA)**, working together with FAGE and other industry players, with support from AgriBiz. The mechanism offers transparent and fair pricing for mango producers, with the minimum producer price announced twice in the year.



Action plans for the **MSME and Entrepreneurship Policy** have been developed, including comprehensive monitoring and evaluation framework and a stakeholder ecosystem mapping.



The value chain approach to agricultural development has been promoted since **2004 through MOAP**. Staff of MoFA have been capacitated in the approach, resulting in it being embedded in key policies and programmes of the Ministry.

Two Standard Operational Procedures (SOPs) and guidelines on food safety/food quality have been adopted by MoFA through **PPRSD – Ghana Green Label (GGL)**, and **Sanitary and Phytosanitary Standards (SPS)**. The promotion and implementation of SPS at Ghana's ports has reduced the number of interceptions of fresh produce from Ghana to the EU market since 2017.



PPRSD is conducting regular seed and agro-input shop inspections according to national standards in seven regions across the country. The certified seed producers and agro-input dealers are supplying quality seeds and agro-inputs to farmers for production to enhance agricultural productivity and market confidence.

IMPACT STORY

Ensuring Fair Value for Farmers: Ghana's Mango Price Mechanism



For the first time, Ghana's mango farmers can count on a guaranteed minimum price for their produce — a major step toward fairness and stability in the mango value chain. In June 2024, MoFA announced the first minimum producer price (MPP) for mango in Ghana.

“This achievement demonstrates our collective efforts to promote sustainable agricultural practices and ensure fair returns for our hardworking farmers and all the other actors within the mango value chain in the country. This initiative is not just about setting prices, it is about supporting our

farmers, ensuring they receive fair compensation for their handiwork, and giving information to the buyers and processors to plan their business, to foster a sustainable and prosperous agricultural sector”, Deputy Food and Agriculture Minister, Yaw Frimpong Addo said at the announcement on behalf of then sector minister, Bryan Acheampong.

The announcement came on the back of a position paper developed by Federation of Associations of Ghanaian Exporters (FAGE) and presented to key stakeholders in the mango value chain, including the Tree Crops Development Authority (TCDA). The decision on the MPP was made in consultation with farmer associations, exporters, aggregators and processors, with technical support from the AgriBiz Programme.

The Mango Price Mechanism sets a floor price to protect farmers from unfair market fluctuations and ensures they receive a fair return for their labour. The mechanism considers production costs, transportation, market demand and international prices — creating transparency and trust between farmers and buyers.

Since the initial announcement, TCDA has gone on to publish the MPP twice every year, at the beginning of the major and minor harvest seasons. The new MPP for mango is Gh¢4.82 per kilogram, reflecting current production and export market conditions.

Through the collaboration of FAGE and other industry actors, the mango sector is becoming more stable, attractive and sustainable — empowering farmers, strengthening agribusinesses and contributing to Ghana's broader mango value chain agenda. This initiative has stabilized incomes for all mango farmers, enhanced market predictability and improved trust between farmers and buyers, contributing to a more resilient and equitable mango value chain in Ghana.

Spreading agricultural extension knowledge

The challenge

With rapid advancements observed in agriculture, access to knowledge through reliable extension systems is key. Reports by MoFA indicate an improvement in the public extension staff to farmers ratio, from 1:1,908 in 2016 to 1:709 in 2022. Even with this massive improvement, this is below the recommended 1:500. Most of these extension staff have limited knowledge in the specialised areas in which agriculture is developing. The use of digital media has gained momentum in the information world. However, this platform has not been utilised extensively in agricultural extension and knowledge transfer.

Our Solutions

Over 380 district and regional officers were trained in specialized areas including Good Agricultural Practices, irrigation agronomy, greenhouse management, conservation agriculture, plant health, and certification standards, using both Training of Trainers and competency-based approaches. These officers were supported through cooperation with the private sector (offtakers and processors) to facilitate extension services smallholder farmer groups. More than 35,000 smallholder farmers benefit from well-trained technical support and stronger market connections. The agribusinesses on the other end have reliable supply chains beyond the life of the project.

Digital knowledge transfer has emerged as a powerful, scalable, and cost-efficient complement to traditional agricultural extension in Ghana. The production and dissemination of extension videos, which are made freely available via MoFA's Extension Platform and on YouTube channels. The practical how-to-videos cover topics such as pruning, harvest management, post-harvest loss management, pest control, conservation agriculture and others.

Complementing these digital tools, radio-extension programmes in Ghana's north-west on 11 radio stations across 14 districts have been rolled out between 2022 and 2024. Working together with the Departments of Agriculture and the radio hosts, 34 radio scripts have been developed in five local languages. The radio programmes are aired live weekly, with repeat broadcasts on the weekends.

IMPACT STORY



- By linking public extension services with offtakers and agribusinesses, farmers now benefit from well-trained technical support and stronger market connections, and agribusinesses have reliable supply chains beyond the life of the project.
- The radio programmes are aired in 14 districts in north-west Ghana. In addition, 51 *Agricultural Radio Listenership Clubs*, have been equipped with radio sets to meet and discuss the programmes regularly. These clubs, mainly built on existing VSLAs, especially empower women and smallholders by bringing extension content into the community in accessible formats.
- The videos available on YouTube have very wide reach, helping service providers, farm-based organisations, lead farmers, and smallholders access technical know-how without the high costs of in-person extension.
 - [how](#) and [why](#) to prune mango, with over 584T and 677T views each. The [pruning tools](#) required to make a clean cut has also reached over 55K viewers.
 - [Pest control for mango](#), with over 55T views. [Farmer-to-farmer](#) experience sharing on fruit fly control has also been viewed by more than 16T people.
 - Control of mango diseases such as [anthracnose](#) and [bacteria black spot \(BBS\)](#) have been viewed by more than 106T and 42T people respectively
 - How to raise mango yield through [selective harvest](#), with over 776T views
 - The [three principles of conservation agriculture](#), which has over 403T views and has been streamed in different communities across Ghana
 - [Post-harvest loss management of maize](#) through solar driers has attracted more than 6.2T viewers.

Partners' Corner

Empowering Women in Poultry Agribusiness



The Apex Body of Women in Poultry Value Chain (WIPVaC-Apex Ghana), established in 2017, unites women across Ghana's poultry sector, from feed suppliers and farmers to processors and distributors, to promote economic empowerment and inclusive growth. To address members' limited access to finance, AgriBiz supported WIPVaC with training and the establishment of ESLG in seven regions. These groups have mobilized over Gh¢ 500,000 (equivalent to about 40,000 EUR), enabling women to access low-interest loans, expand their businesses, and support household needs such as children's education.

Additionally, the Pullet Out grower Project supplied 6,000-day-old chicks, feed, and vaccines across six regions, strengthening poultry production and generating GHS 28,000 (equivalent to 2,215 EUR) in revolving funds to sustain the Association. Through these initiatives, women entrepreneurs have improved savings habits, business growth, and economic resilience. The project also enhanced WIPVaC's visibility, attracting new partnerships such as the West African Food System Resilience Project (FSRP), and supported the adoption of e-marketing tools to reach wider markets and customers nationwide.

Driving Women's Economic Empowerment in the Animal Resource Value Chain

The African Women in Animal Resource Farming and Agribusiness Network (AWARFA-N Ghana) promotes the active participation of women in livestock, aquaculture, apiculture, and fisheries to build resilient and sustainable livelihoods. Established in 2019 and legally registered in 2020, the network is part of a continental movement that champions women-led agribusiness transformation across Africa.



To strengthen members' economic independence, the formation of ESLG in nine communities across five regions were supported by AgriBiz, in Western North, Volta, Bono East, Bono, and Eastern. The initiative encouraged women to cultivate savings habits, access affordable loans, and reinvest in their farms and enterprises.

Through the ESLG scheme, members have mobilized over GHS 500,000, which is being loaned at minimal interest rates to expand agribusinesses and support household needs. Savings have also been used to purchase inputs such as day-old chicks, provided to members as input credit. Additionally, the Association has generated enough funds to begin constructing an office and meeting space to enhance coordination and sustainability.

These interventions have strengthened women's financial resilience, business growth, and leadership in Ghana's animal agribusiness sector.

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