

# Purchase for Progress - P4P Ghana



## QUICK FACTS

**Project start date:**  
2010

**Number of farmers' organizations (FOs):** 26

**Number of members:**  
1,524 (48% women)

**Sales to WFP:**  
US\$ 1,319,878 (2,913 mt)

**Main commodities:**  
Rice, maize and beans

**Main P4P activities**

- Forward contracting
- Direct contracting
- Soft tendering

### Funding

P4P in Ghana has been primarily supported by the Government of Canada through the Department of Foreign Affairs, Trade and Development (DFADT, formerly known as CIDA) and USAID.

Figures as of March 2014

## P4P in Ghana

In Ghana, P4P aims to address low productivity, high post-harvest losses and poor market infrastructure. Farmers receive training from WFP and partners in skills along the value chain – including production, post-harvest handling, marketing and quality control – to improve the quality and quantity of their products. Direct contracts with WFP have provided a substantial and reliable market for farmers' organizations (FOs). P4P-supported FOs in Ghana have also participated in soft tenders, allowing them to learn competitive processing. This prepares them to progress towards taking part in traditional competitive procurement. WFP and its partners are currently working to enhance infrastructure through community storage facilities and energy-saving stoves, further assisting farmers to reach markets.

## Background

Poverty and malnutrition rates are high in Ghana, and 1.2 million people across the country are food insecure. Agriculture is mostly rain-fed and is primarily undertaken by smallholder or low-income farmers, who rely on traditional farming techniques and work land areas of five hectares or less. Low productivity and limited market access restrict production to little more than subsistence levels, putting smallholder farmers amongst the most food insecure groups in Ghana.

## Lessons so Far

To draw lessons and measure the impact of the five-year pilot, P4P continues to monitor and evaluate the project, revealing a number of achievements and challenges.

## Achievements

- **Capacity development:** P4P has successfully conducted two years of training for 26 smallholder and low-income FOs in the Ashanti and Northern regions. Members were trained in business skills, agricultural practices, marketing and post-harvest technology. These efforts significantly increased crop productivity, including a 67 percent increase in maize yield from 2011 to 2013.
- **Equipment:** FOs have been given a variety of tools to increase production capacity and efficiency. Among maize-producing organizations, tarpaulins, scales and moisture testers were distributed. FOs in the Northern Region producing white rice and cowpea received rice reapers, parboilers and storage centres. These resources were provided on a cost-sharing basis.
- **Gender:** P4P is linking women farmers' groups to key financial institutions to facilitate their access to credit. In total, women represent 48 percent of participating farmers in Ghana, and P4P has provided them with tools like mechanized parboilers to improve their productivity and reduce the labour intensity of their work.
- **Procurement:** WFP Ghana has purchased nearly 3,000 mt of food worth US\$ 1.3 million from local farmers using P4P modalities.



World Food Programme

For more information  
[wfp.p4p@wfp.org](mailto:wfp.p4p@wfp.org)

Last update: May 2014



Fati Mahama is a smallholder from the Ashanti Region. She grows maize and cowpeas on a small farm of around 2 hectares. Thanks to the provision of weighing scales by P4P, farmers can now weigh their produce in order to receive a fair price for their crops.

“The weighing scales have helped us to make more money. When I weighed my six heaped bags, I ended up with nine maxi bags (100 kg per bag) which I re-bagged into 18 mini bags (50kg) and sold to WFP for more money.”

## KEY PARTNERS

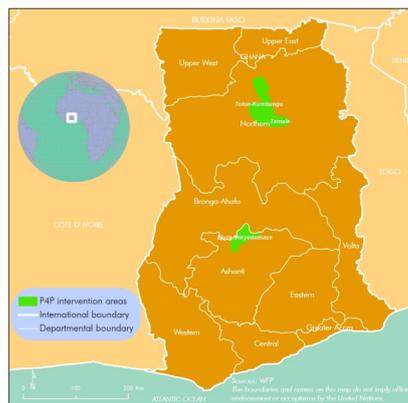
- Adventist Development & Relief Agency (ADRA)
- ACIDI/VOCA Agriculture Development and Value Chain Enhancement project (ADVANCE)
- Crop Research Institute (CRI)
- Farm Radio International (FRI)
- Ghana Grains Council (GCG)
- International Fertilizer Development Centre (IFDC)
- Kwame Nkrumah University of Science and Technology (KNUST), Department of Agricultural Economics, Agribusiness and Extension
- Ministry of Food and Agriculture (MoFA)
- Savannah Agriculture Research Institute (SARI)
- UN Women
- Women in Agricultural Development (WIAD), MoFA

## Challenges

- **Price:** Local procurement has sometimes been difficult in Ghana due to the volatile prices of local commodities such as rice and beans. These prices often rise drastically, meaning that at the time of sale prices are much higher than when contracts were negotiated.
- **Access to credit:** Smallholder farmers often have limited access to credit with affordable interest rates, making it difficult to purchase inputs like high-quality seeds or fertilizers.
- **School feeding linkage:** Creating the link between school feeding programmes and purchases from smallholder farmers has been challenging. Reasons for these difficulties include high food costs, high loan interest rates, and lack of ready cash on hand for school caterers.

## Partnerships

WFP has collaborated effectively with the Ministry of Food and Agriculture, participating in monthly Agriculture Sector Working Group meetings to facilitate communication. Other partners — including KNUST and ADRA — have provided technical support to farmers. A P4P Gender Action Plan has also been developed in collaboration with UN Women, Women in Agricultural Development of the Ministry of Food and Agriculture and FAO.



## Read more about

[WFP in Ghana](#)

[Visit to Rwanda P4P](#)

[The importance of weighing scales](#)

[Ghanaian rice for school meals](#)

## WFP ACTIVITIES IN GHANA

WFP works with the Government of Ghana to implement a development programme focused on education, nutrition and climate change adaptation and mitigation. Activities include school feeding, supplementary feeding for vulnerable children and pregnant and nursing women, asset creation projects and local procurement. Through P4P, WFP purchases food to support these activities while contributing to the local economy and improving livelihoods.