

<div style="background-color: #333; color: white; padding: 5px;"> <p style="margin: 0;">WORLD CASHEW</p> </div> <div style="background-color: #004d40; color: white; padding: 5px;"> <p style="margin: 0;">CONVENTION & EXHIBITION</p> </div> <div style="background-color: #d32f2f; color: white; padding: 5px;"> <p style="margin: 0;">JNEC-CI</p> <p style="margin: 0;">Journées Nationales des Exportateurs de Cajou de Côte d'Ivoire</p> </div>		<p>Jointly organised by</p> <p>CashewInfo.com[®]</p> <p>&</p> <div style="text-align: center;">  <p>AEC-CI <small>ASSOCIATION DES EXPORTATEURS DE CAJOU COTE D'IVOIRE</small></p> </div>
	<p>12-14 Feb, 2020</p> <p>Radisson Blu Hotel</p> <p>Abidjan, Cote d'Ivoire</p>	

LIFFT-Cashew Project in the SeGaBi Region

LINKING INFRASTRUCTURE, FINANCE, AND FARMS TO CASHEW

Laurent Gomis, Chief of Party

Shelter For Life International

February 14, 2020



Shelter For Life International (SFL)



SFL is a nonprofit relief and development organization headquartered in Minnesota, USA

SFL has more than 30 years of experience and a long history in:

- Infrastructure
- Agricultural development
- Food security and
- Business development



Population Movement
& Settlement



Public Infrastructure
Reconstruction



Social & Economic
Development

LIFFT-Cashew Project

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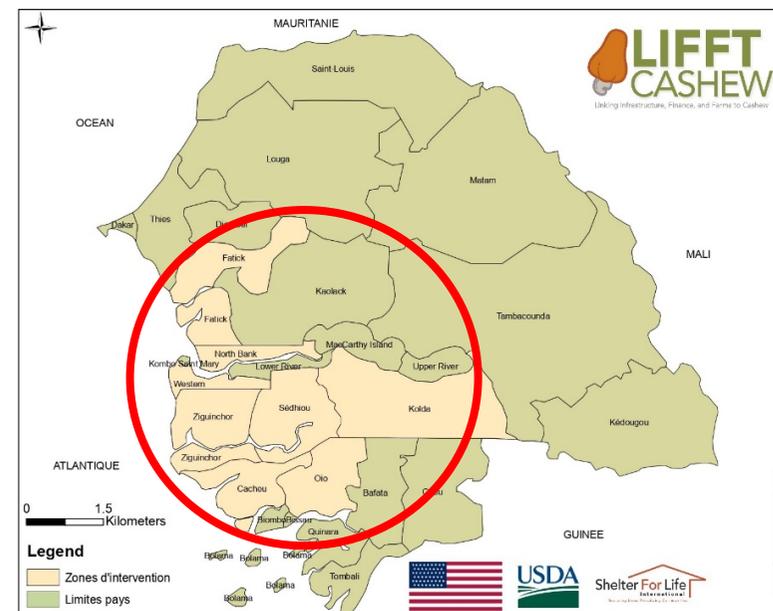


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"Linking Infrastructure, Finance and Farms to Cashew."

This ambitious program is funded by the USDA (United States Department of Agriculture).

- The implementation period is 6 years (2017-2023).
- The budget allocated is \$26 million USD.
- The main area of intervention: the cashew nut producing regions of Senegal, Gambia and Guinea-Bissau (SeGaBi Zone).
- The general idea of the project is to facilitate **the integration of the three countries for a better production and marketing of cashew nuts and cashew products.**



Objectives of the Project

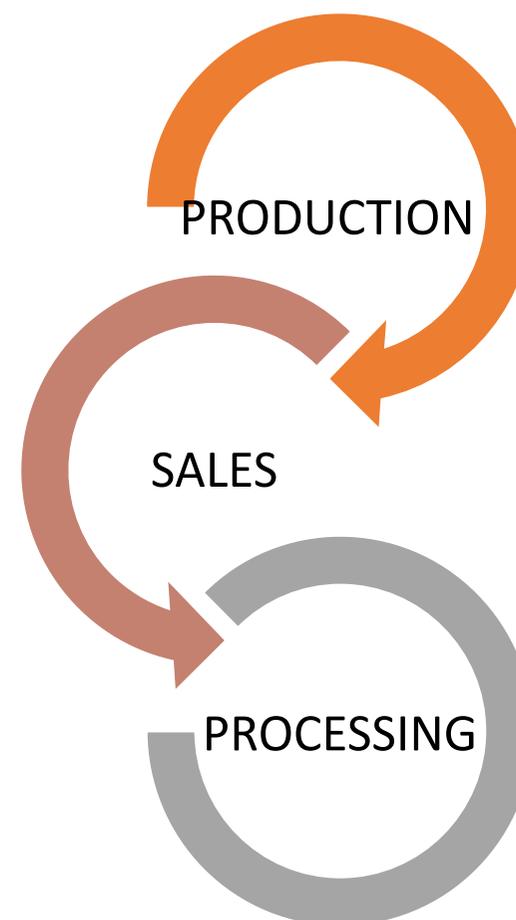


GENERAL AIM

This Food For Progress (FFPr) project implemented by Shelter For Life (SFL) and Connexus Corporation aims to improve the marketing of raw cashew nuts and other cashew products in local and international markets through value chain improvement.

By 2023 it will be :

1. Increase or maintain raw cashew nut quality at **52-54** (Kernel Output Ratio or outturn)
2. Strengthening associations / cooperatives
3. To increase the level of sales of raw cashew nuts by **50%** by organizing collective sales **at the level of associations**
4. Increasing raw nuts processing to over **40,000 tons** at the local level



Areas of Intervention and Beneficiaries

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FARMERS



PRODUCTION

SALE

PROCESSING



PROCESSORS



ASSOCIATIONS /
COOPERATIVES

LIFFT-Cashew Partners



1. Processing companies
2. Local Buyers
3. International Buyers
4. Etc.

STRATEGIC PARTNERS

1. Ministry of Agriculture
2. Ministry of Trade and Industry
3. Chambre of commerce
4. Export Agency
5. Investors, International Projects
6. FNDASP,
7. ANCA,
8. CAG,
9. Etc.

MAIN PARTNERS



1. Financial institutions;
2. The investors;
3. Development Projects;
4. NGO;
5. Research institutes;
6. Universities;
7. Extension service providers;
8. consulting firms;
9. etc.

IMPLEMENTING PARTNERS

Key Statistics from the Region



Main Features	Senegal	The Gambia	Guinea-Bissau
Area, sq. km	196,722	11,300	36,125
Population, people	15,020,945	2,092,731	1,833,247
GDP, M.\$	23,498	1,625	1,429
Cashew Sector			
Production (MT, 2018 E)	30,000	15,000	185,000
Hectares under cultivation	91,000	18,000	495,000
Average KOR (lbs)	50-52	50-52	50-54
Average yield (kg/ha)	300-400	350-450	250-350
Processing capacity (MT of RCN, 2019 E)	5,400	2,500	32,000
Processing utilization (T of RCN, 2019 E)	1,500	500	12,000

Sectoral Challenges in SeGaBi



Lack of government participation and clear strategy in cashew value chain

Taxes, legislation, investment environment for processing

Lack of government coordination in cashew value chain

Limited access to financing for processors during the season

Limited access to new technologies and equipment

Lack of certification and traceability to help improve processing

Lack of capacity of associations/ cooperatives in organizing collective sales

Lack of capacity development for farmers to improve productivity and quality

Sectoral Opportunities in SeGaBi



Regional integration in cashew production and processing

Processing opportunity
- 5% of RCN produced in the region is processed

Increasing Governments interest in the sector

Growing cashew production in the region

Growing market of cashew by-products (apple juice, wine, etc.)

Introducing collateral Management Agreement (CMA) or Warehouse Receipt System (WRS)

High-volume production with the highest quality RCN

Introducing Market Information System

New jobs for women and youth

Components of the LIFFT-Cashew Project

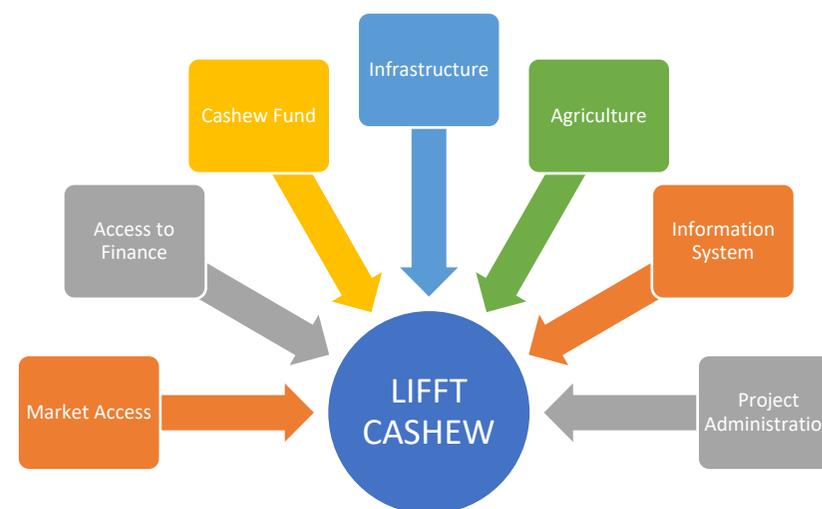
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Components	Goals
Market Access	Organize group sales - support marketing of raw and processed nuts
Access to Finance	Attracting private investment and bank lending to the cashew sector in general
Cashew Fund	Supporting investments of processing companies in the value chain
Infrastructure	Linking production tracks to growth markets
Agriculture	Improving the quality of the raw nut and introducing organic certification at producer level
Information System	Developing an information system for the cashew nut sector
Administration	Manage the project in accordance with the agreement with USDA



ALL COMPONENTS WORK IN PERFECT SYNERGY OF ACTION TO ACHIEVE THE EXPECTED RESULTS

Tools & Methodology



Policy (Public-Private Dialogue)

Access to Finance, Cashew Fund

Coaching, training, advisory services

Warehouse Receipt System

Good Agricultural Practices

Investments

LIFFT-UP (information platform)

Roads, sales collection points

Partnerships

Let's Cooperate!!!



Governments

We are open for policy dialogue, exchange of experience, knowledge sharing

Buyers of RCN

We can aggregate 250,000 tons of RCN available for export

Investors

We can assist you in finding partners in cashew processing (equity / loans)

Financial institutions

We have processors and buyers interested in loans and financing

Processors

We can assist you in creating supply value chain for your new processing factories

Buyers of kernel

We can assist you in regular supply of quality cashew kernel

Other ideas?

Talk to us! We are happy for any synergies and partnerships that bring the SeGaBi region growth, development and sustainability!

THANK YOU!



Alone is difficult,
slow and boring.

Smart and fair cooperation
is speed, scale, fun, and
tangible results.

Laurent Gomis
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