



HYBRID	 <b>WORLD CASHEW CONFERENCE</b>	Jointly organised by <a href="http://Cashwinformation.com">Cashwinformation.com</a> &  <b>AEC-CI</b> <small>ASSOCIATION DES EXPORTATEURS DE CAJOU CÔTE D'IVOIRE</small>
	<b>JNEC-CI</b> Journées Nationales des Exportateurs de Cajou de Côte d'Ivoire	16-18 Feb, 2022 Radisson Blu Hotel Abidjan, Cote d'Ivoire



## Cashew sector in in Senegal, the Gambia and Guinea-Bissau

### LIFT-Cashew project in SeGaBi Region

LINKING INFRASTRUCTURE, FINANCE AND FARMS TO CASHEW



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:

- The infrastructures,
- The agricultural development,
- The food security and
- The business development.



Population Movement  
& Settlement



Public Infrastructure  
Reconstruction



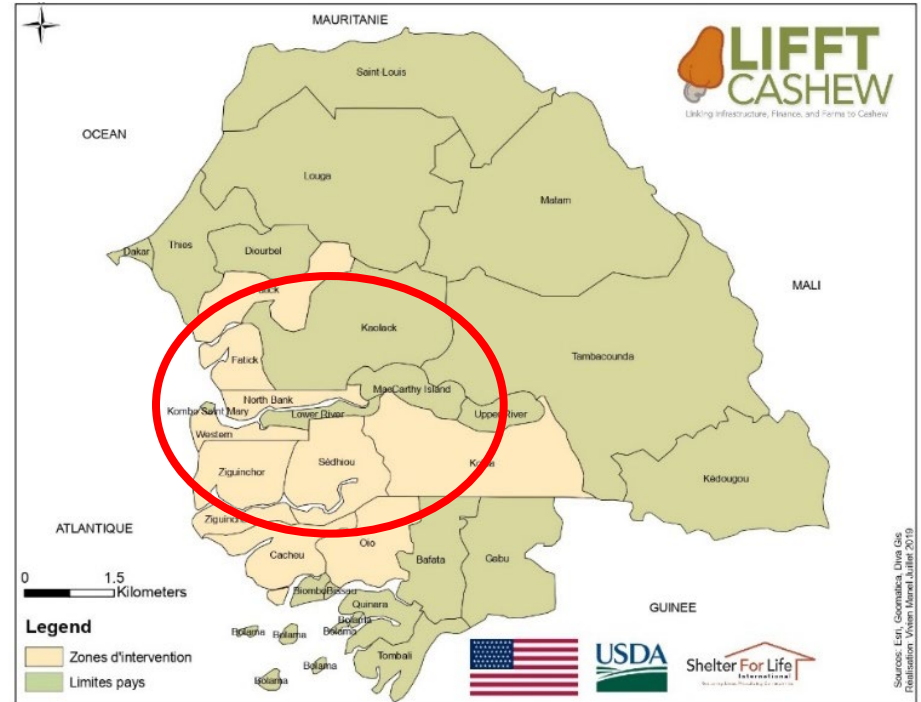
Social & Economic  
Development

# LIFFT-Cashew Project

## "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 \$38 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.**



HYBRID



**WORLD  
CASHEW  
CONFERENCE**

**JNEC-CI**  
Journées Nationales  
des Exportateurs  
de Cajou  
de Côte d'Ivoire

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&  
AEC-CI

16-18 Feb, 2022  
Radisson Blu Hotel  
Abidjan, Cote d'Ivoire

# Areas of intervention



Main Features	Senegal	The Gambia	Guinea-Bissau
Cashew farmers, est.	60,000	15,000	350,000
Hectares under cultivation	186,000	28,000	978,000
Production (MT, 2021)	50,000	15,000	250,000
Average KOR (lbs)	50-52	50-52	52-54
Average yield (kg/ha)	300-400	350-450	250-350
Average tree age (years)	15	15	25
Processing capacity (MT of RCN, 2021)	8,500	1,500	15,000
Processing utilization (MT of RCN, 2021)	2,000	500	6,000

# Challenges



Government participation and clear strategy in cashew value chain

Taxes, legislation, investment environment for processing

Government coordination in cashew value chain

Limited access to financing for processors during the season

Limited access to new technologies and equipment

Certification and traceability to help improve processing

Capacity of associations/ cooperatives in organizing collective sales

Capacity development for farmers to improve productivity and quality

# Opportunities



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 System (CMS) or Warehouse Receipt System (WRS)

High-volume production with the highest quality RCN

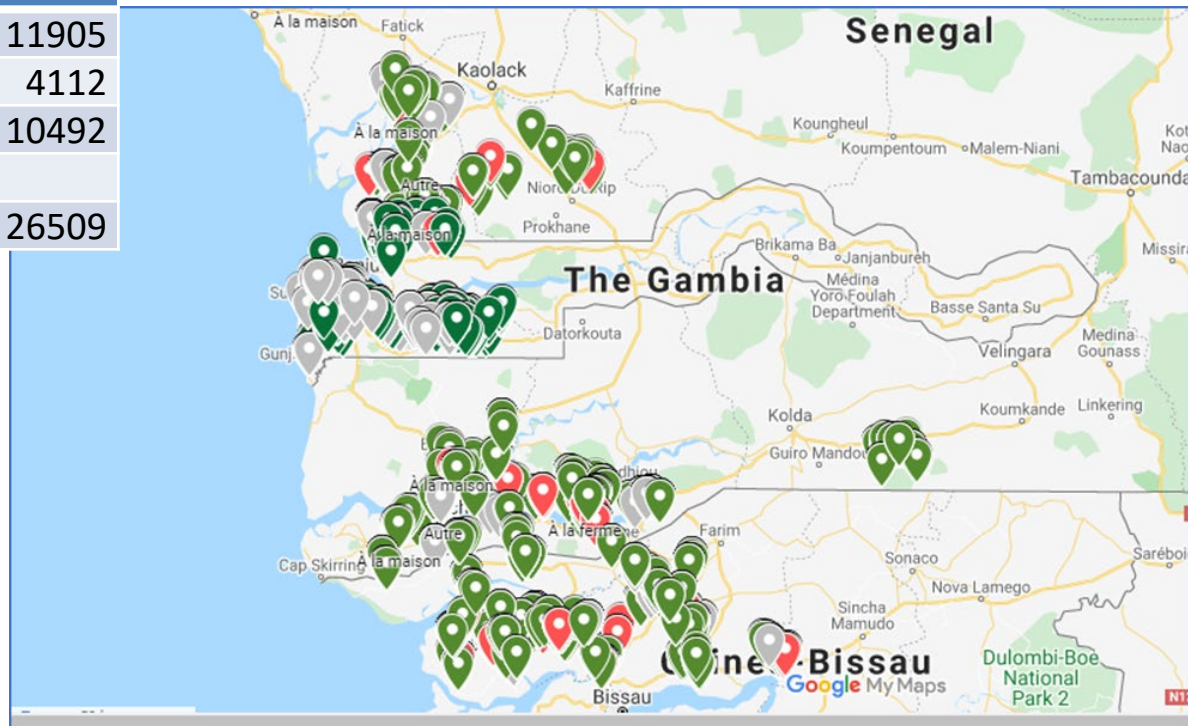

Introducing Market Information System

New jobs for women and youth



# Agricultural census

#	Countries	Men	Women	Total
1	Senegal	9740	2165	11905
2	The Gambia	3054	1058	4112
3	Guinea-Bissau	7152	3340	10492
	<b>TOTAL</b>	<b>19946</b>	<b>6563</b>	<b>26509</b>

USDA  
Shelter For Life International  
Restoring Lives, Rebuilding Communities

**LIFT-CASHEW CENSUS 2020 QUESTIONNAIRE**

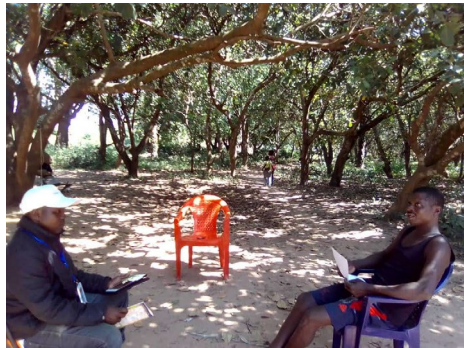
Developed by Shelter for Life (SFL) project  
Year: 2020

**DISCLAIMER**  
This Census questionnaire was prepared by Shelter for Life (SFL). The views expressed in this document do not necessarily reflect the views of the United States Department of Agriculture.



# Agricultural census

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	<p><b>JNEC-CI</b></p> <p>Journées Nationales des Exportateurs de Cajou de Côte d'Ivoire</p>	<p>16-18 Feb, 2022 Radisson Blu Hotel Abidjan, Cote d'Ivoire</p>



# Awareness campaign

No	Name of Association or cooperative	No. of training sessions	No. of Farmers Sensitized		TOTAL
			Men	Women	
<b>Senegal</b>					
1	FPPA	23	467	53	520
2	FAMVI	25	504	157	661
3	UDECOAG	34	882	116	998
4	CPA de Coumbacara	06	182	17	199
5	AJAC-LUKAAL	20	1726	475	2201
6	SCOPE PAUME	20	640	285	925
7	Baluh-na	12	1251	605	1856
8	KAWRAL	-	-	-	-
9	FADECBA	10	1001	366	1367
	<b>Sub-Total</b>	<b>127</b>	<b>6653</b>	<b>2074</b>	<b>8727</b>
<b>Gambia</b>					
1	KCFA	36	556	121	677
2	FBCFA	52	650	100	750
3	NCSK	30	436	72	508
4	NCFPCS	29	379	33	412
5	KWCFA	13	294	43	337
	<b>Sub-Total</b>	<b>160</b>	<b>2315</b>	<b>369</b>	<b>2684</b>
<b>Guinea Bissau</b>					
1	CONGAI	82	4229	2557	6786
2	COAJQ	36	859	452	1311
3	Buwondena	46	1026	383	1409
4	Balantacunda	38	540	161	701
5	Lampada de Campo	18	458	281	739
6	Ndelugan	21	522	480	1002
7	Waquilare	44	786	204	990
8	OPRO	53	993	237	1230
	<b>Sub-Total</b>	<b>127</b>	<b>9226</b>	<b>4641</b>	<b>13867</b>
	<b>Grand Total</b>	<b>625</b>	<b>18194</b>	<b>7084</b>	<b>25278</b>

The Project conducted 625 training sessions with 25,278 farmers in three countries about cooperative movement, collective sales, quality management.

Assisted cooperatives to print and disseminate 13.000 brochures and leaflets with cooperative logos and contacts



# Awareness campaign

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**COOPERATIVA AGRICOLA DO PRODUTORES DE FARIM**

**A solução para a comercialização dos seus produtos agrícolas**

**CONTACTE A SUA COOPERATIVA**

Sector de Fomento registado de Olo

Presidente | Mamado Silla  
+245 96 544 01 48

Secrétaire | Mama Sallu Baldé  
+245 96 683 92 28

Tesourier | Adjalat Cando  
+245 96 664 11 40

**CONTACTE O PROJETO LIFFT CASHEW**

Para mais informações:

Coord | Alla Baldé  
+245 95 589 88 48

CMA Coordinator | Bonbacar DIATTA  
+245 96 664 79 31

Desenvolvedor | Mario Mendonça  
+245 95 664 79 72







# Roads and Storage



# Cooperative movement



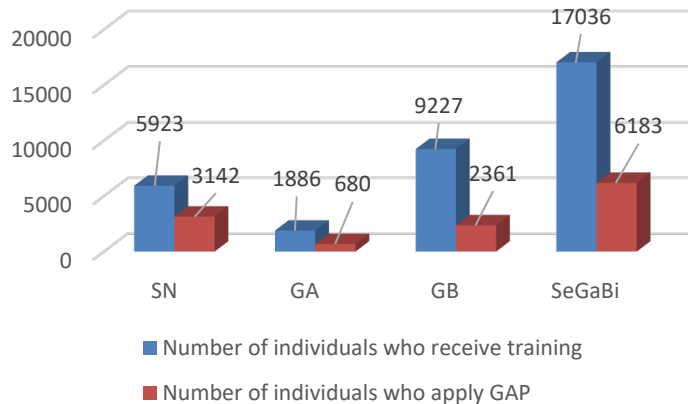
#	Cooperative name	# of farmers	Region
<b>Senegal</b>			
1	FADECBA	2000	Goudomp
2	AJAC LUKAAL	1205	Ziguinchor
3	FAMVI	1155	Simbandi Balante
4	FPPA	3000	Fatick
5	PAUME	615	Mandina
6	Bahuna	1000	Franconda
7	Coumbacara	630	Kolda
8	Bagadadji	550	Kolda
9	UDECOAG	430	Mangaroungou
	<b>9</b>	<b>10585</b>	
<b>The Gambia</b>			
1	Kombo Cashew Farmers Association	1500	West cost
2	Ndarr Cashew Senela Cooperative Society	1200	North Bank
3	Natal Cashew Farmers Processing Cooperative Society	366	North Bank
4	Foni Bintang Cashew Farmers Cooperative Society	650	West Coast
5	Kiang West Cashew Farmers Cooperative Society	624	Lower River
	<b>5</b>	<b>4340</b>	
<b>Guinea-Bissau</b>			
1	OPRO	3000	Oio
2	CONGAI	3200	Cacheu
3	COAJQ	900	Cacheu
4	Bowendena	650	Cacheu
5	Lampada de Campo	1100	Cacheu
6	Balanta Cunda	600	Oio
7	Ndelugan	800	Biombo
8	Wakilare	1000	Oio
	<b>9</b>	<b>11250</b>	
	<b>TOTAL</b>	<b>26175</b>	

The Project assisted to establish new cooperatives or strengthen existing ones in three countries with approximately 26.000 potential farmers.

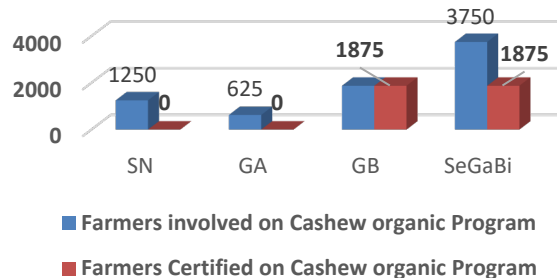
Currently the project is supporting 22 associations and cooperatives

# Organic certification and Good agricultural practices

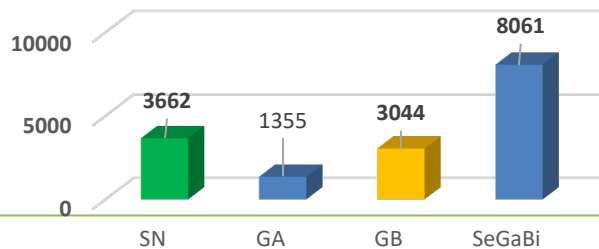
Farmers trained and applied good agricultural practices



Number of Farmers certified Organic



Hectare under Good agricultural practices





# Organic certification and Good agricultural practices



- Geo-refencing and mapping of farmers plantations
- Availability of farmers data base
- Professionalism of cashew farmers
- Improvement of RCN quality
- Strong farmers cooperatives

## AGRICULTURE FINANCING

- ❖ Farmers loan for new plantation installation
- ❖ Farmers loan for water access, irrigation and fence
- ❖ Farmers loan for maintenance activities
- ❖ Farmers loan for cashew plantation renovation
- ❖ Farmers loan for access at Agriculture equipment
- ❖ Nurserymen loan for increasing the volume of production





# Trade of raw cashew nuts

#	Cooperative name	RCN sales		
		2020	2021	2022 (plan)
<b>Senegal</b>				
1	FADECBA	121	1311	2500
2	AJAC LUKAAL	821	434	1500
3	FAMVI	671	387	900
4	FPPA	551	2628	3000
5	PAUME	0	53	150
6	Bahuna	909	825	2000
7	Coumbacara	222	775	1400
8	Bagadadji	0	251	400
9	UDECOAG	208	24	150
	<b>9</b>	<b>3503</b>	<b>6688</b>	<b>12000</b>
<b>The Gambia</b>				
1	Kombo Cashew Farmers Association	160	1465	2400
2	Ndar Cashew Senela Cooperative Society	0	0	500
3	Natal Cashew Farmers Processing Cooperative Society	0	191	450
4	Foni Bintang Cashew Farmers Cooperative Society	0	76	350
5	Kiang West Cashew Farmers Cooperative Society	0	128	300
	<b>5</b>	<b>160</b>	<b>1860</b>	<b>4000</b>
<b>Guinea-Bissau</b>				
1	OPRO	763	1203	2749
2	CONGAI	4028	14932	34120
3	COAJQ	95	0	0
4	Bowendena	164	818	1869
5	Lampada de Campo	9	1945	4444
6	Balanta Cunda	76	468	1069
7	Ndelugan	1522	2974	6795
8	Wakilare	0	1292	2954
	<b>9</b>	<b>6657</b>	<b>23632</b>	<b>54000</b>
	<b>TOTAL</b>	<b>10320</b>	<b>32180</b>	<b>70000</b>

Cooperatives in 2020-2021 signed 75 contracts with 35 local and international buyers and sold 42.500 tons of RCN.

Plan for 2022 is 70.000 tons



## Quantity in 2021, tons

Cooperative name	Members	Region	RCN	Sesame	Peanuts	Millet	Corn
<b>Senegal</b>							
FADECBA	2000	Sédhiou	3000	200			
AJAC	1205	Ziguinchor	3000		50		
FAMVI	1155	Sédhiou	2000		150		
FPPA	3000	Fatick	3000	1000	200	6000	
PAUME	615	Ziguinchor	500				
Baluhna	1000	Sedhiou	1500		50		
Coumbacara	630	Kolda	500		25		
Bagadadji	550	Kolda	500				
UDECOAG	430	Mangaroungou	600				
Mil de Mabo	1800	Kaffrine			400	1000	500
Suxali Sunu Gox	150	Kaffrine			100	200	100
Réseau Sax Mi	1005	Kaffrine			300	500	300
Ndimbalanté	150	Nganda			50	30	35
<b>13</b>	<b>13690</b>		<b>14600</b>	<b>1200</b>	<b>1325</b>	<b>7730</b>	<b>935</b>

# Proposal by cooperatives

Cooperative name	Quantity in 2021, tons						
	Members	Region	RCN	Sesame	Peanuts	Millet	Corn
<b>Gambia</b>							
Kombo Cashew Farmers Association	950	West cost	300				
Ndarr Cashew Senela Kaffo	880	North Bank	350		250	95	
Natal Cashew Farmers Associations	600	North Bank	200		300	200	
Foni Bintang Cashew Farmers	840	West District	250		200	150	
Kiang West Cashew Farmers	450	West Coast	500		100	100	
	<b>5</b>	<b>3720</b>	<b>850</b>	<b>0</b>	<b>550</b>	<b>295</b>	<b>0</b>
<b>Guinea-Bissau</b>							
OPRO	3000	Oio	4000	40	80	45	
CONGAI	3200	Cacheu	10000		3000		
COAJQ	900	Cacheu	1000				
Bowendena	650	Cacheu	2000	60	80	50	
Lampada de Campo	1100	Cacheu	3000	65	2000	35	
Balanta Cunda	600	Oio	2500	55	180	40	
Ndelugan	800	Biombo	3000		40		
Wakilare	1000	Oio	2000	150	90	10	
Bolama	500	Bolama	500				
	<b>9</b>	<b>11750</b>	<b>24500</b>	<b>370</b>	<b>5470</b>	<b>180</b>	<b>0</b>
<b>TOTAL</b>							
	<b>27</b>	<b>29160</b>	<b>39950</b>	<b>1570</b>	<b>7345</b>	<b>8205</b>	<b>935</b>

# Proposal by processors

Processors name	Region	Quantity in 2021, tons				Trade			
		Processing		Cashew apple & other		RCN	Sesame	Peanuts	Millet
		Processing capacity (tons/year)	Kernel (tons/year)	Capacity (liters/year)	Juices (liters/year)				
<b>Senegal</b>									
1 SCPL	Ziguinchor	3.000	475	100.000	20.000	1.000			
2 SODAM	Ziguinchor	2.000	250			500	120	1.000	
3 Abu Suhaib	Ziguinchor	2.000	250			500			
4 KOR et Freres	Sedhiou	1.000	50			250			
5 CAJOU D'OR	Bignona	1.000	100			500			
6 Cajou Casamance	Sokone	1.000	63			500			
7 T&M Agroprocessing	Baconding			1.000.000	200.000				
8 Casa Green	Djibonker			100.000	10.000				
9 SEPT-SA	Sokone	6.000	125			500			
	<b>9</b>	<b>16.000</b>	<b>1.313</b>	<b>1.200.000</b>	<b>230.000</b>	<b>3.750</b>	<b>120</b>	<b>1.000</b>	<b>0</b>

# Proposal by processors

Processors name	Region	Quantity in 2021, tons				Trade			
		Processing		Cashew apple & other		RCN	Sesame	Peanuts	Millet
		Processing capacity (tons/year)	Kernel (tons/year)	Capacity (liters/year)	Juices (liters/year)				
<b>Gambia</b>									
1 Jawneh cashew processing	Brikama	1.000	22						
2 Gambian Horticulture Enterprise	Tanji	1.000	6						
3 Smiling Coast Agro Processing	Kembuje	2.000	400						
	<b>3</b>	<b>4.000</b>	<b>428</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
<b>Guinea-Bissau</b>									
1 Arrey Africa	Bula	3.000	1.000						
2 LiCaju	Bolama	2.000	200			15.000		3.000	
3 ADPP	Bula	200	50						
4 Quade Quade	Safim	700	100						
5 Emicor	Quinhamel	500	100						
	<b>5</b>	<b>6.400</b>	<b>1.450</b>	<b>0</b>	<b>0</b>	<b>15.000</b>	<b>0</b>	<b>3.000</b>	<b>0</b>
<b>TOTAL</b>									
	<b>17</b>	<b>26.400</b>	<b>3.191</b>	<b>1.200.000</b>	<b>230.000</b>	<b>18.750</b>	<b>120</b>	<b>4.000</b>	<b>0</b>



- ❖ Georeferencing, mapping Cashew plantations by using drone
- ❖ WRS implementation in SeGaBi zones
- ❖ E-commerce developpement in SeGaBi zone
- ❖ Regional Steering Commitee
- ❖ Use Cashew coal to set up the fireplaces improve
- ❖ Credit Scoring for Women in SeGaBi zone
- ❖ Update government policies to facilitate the smooth flow of nuts across the SeGaBi



# Let's cooperate!



Alone is difficult, slow and boring.  
Smart and fair cooperation is speed, scale, fun, and  
tangible results.

Together, let's make something happen!

## Thank you!

