

Agriculture Projects

INVESTMENT OPPORTUNITIES



GHANA
INVESTMENT
PROMOTION
CENTRE



INTRODUCTION

Modernized agriculture remains the overarching theme of Ghana's agricultural policy. The policy places more emphasis on shifting from the small-holder system to a sector with a stronger market focus combining small-holders alongside larger commercial enterprises engaged in agro-processing and other agricultural production.

It is worth knowing that government has intensified efforts to create the environment for the processing of some produce, especially cocoa. There are also special initiatives for oil palm and cassava processing and also adding value to non-traditional exports.

Lastly, short, medium and long-term investment opportunities have been identified through analysis of a number of value chains based on their;

- Market potential for growth
- Ghana's competitiveness in production
- Investor interest
- Potential social impact and
- Contribution to the development of Ghana

Government Priority Crops

Category	Crop Types
Cereals & Grains	Maize, soya, rice and sorghum
Fruits	Banana, pineapple, mango, orange and pawpaw
Vegetables	Pepper, tomatoes, carrots, lettuce, cabbage, green pepper and shallots
Tubers	Yam and Cassava

INVESTMENT OPPORTUNITIES

1. Production of fresh pineapples for domestic and international markets

Project Description:

Pineapple as a crop thrives in almost all the agro ecological zones of Ghana with the major commercial production areas located in the Southern sectors of the country where closeness to the ports enhances export trade. At the coastal areas commercial production of pineapple are concentrated in the Accra Plains, Aburi-Nsawam axis and Awutu areas.

The most common varieties are the Smooth Cayenne, the Sugar Loaf, Queen and MD2. The MD2 variety which is a recent introduction has gained popularity and becoming widely cultivated due to its high demand in the EU market. However, production of pineapple is still very minimal in these production areas.

Investment opportunities therefore exist for the large-scale cultivation of fresh pineapples for domestic and international markets.

Project Scope:

Strategic options include the commercial scale production of fresh pineapples for export and domestic markets.

Initial Capital outlay required:

The capital outlay required is US\$ (0.5 -2) million.

Project Location:

New pineapple farms can be established on the 50,000 hectares of land earmarked by the Bui Power Authority for agriculture and also in the Accra Plains, Aburi-Nsawam axis and Awutu areas.

Local Content (Human and Infrastructural Resource Available):

There is a pool of available labour force who can be employed to work on the farms.

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2) Processing of fresh pineapples into juice concentrate for export and local markets

Project Description:

As a result of low production of fresh pineapples, existing juice companies import pineapple juice concentrate for further processing for the local market and the West African sub-region. Investment opportunities therefore exist for the processing of the fresh pineapples into juice concentrate for export and local markets.

Establishment of processing facilities within 50,000 hectares of available lands in the Bui area have also been identified and confirmed to be very viable.

Pineapple juice processing plants can also be sited in the Accra Plains, Aburi-Nsawam axis and the Awutu areas where there are existing commercial pineapple farms.

Additionally the pineapple bran obtained from processing can be used for the feeding of livestock.

Project Scope:

Setting up new processing factories or upgrading operations of existing small scale factories to process the fresh pineapples into juice concentrates.

Initial Capital outlay required:

The capital outlay required is US\$ (1 -5) million.

Project Location:

The Pineapple juice processing facilities can be sited in the Accra Plains, Aburi-Nsawam axis, Awutu areas and on the 50,000 hectares of available lands in the Bui areas.

Local Content (Human and Infrastructural Resource Available):

There is a pool of available labour force who can be employed by the processing companies.

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3) Production of dried pineapples for export

Project Description:

Drying facilities is required for the production of dried pineapples for export to European Union and the United States of America.

Project Scope:

Strategic options include setting up new factories or upgrading operations of existing small scale processors through the introduction of forced drying techniques and packaging equipment for the export market.

Initial Capital Outlay:

The initial capital requirement for a factory to produce dried fruits for export is estimated at US\$ (0.5- 2) million.

Project Location:

The drying facilities or equipment can be installed in the Accra Plains, Aburi-Nsawam axis, Awutu areas and on the 50,000 hectares of available lands in the Bui areas.

Local Content (Human and Infrastructural Resource Available):

There is a pool of available labour force who can be employed by the drying company. There is also a fruit storage terminal at the Kotoka international Airport which ensures a cool environment for fruits before they are flown out.

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4) Establishment of commercial pack houses for handling of fruits and vegetables

Project Description:

Privately operated commercial pack houses are needed in farming areas as well as in marketing centres across the country. This would minimise postharvest losses which is in the region of 30% to 60 % depending on the produce.

Project Scope:

Pack houses are crucial in the horticulture export value chain. Fruits and vegetables harvested need to be pre-cooled in pack houses to remove the field heat, cleaned and packaged to reduce perishability. The scope for a pack house should include both fruits and vegetables.

Initial Capital Outlay:

The estimated capital outlay for the pack house range from US\$ (1-5)million depending on the scale and sophistication of the facility.

Project location:

The pack house can be located in the the Accra Plains, SADA Zone, the Aburi-Nsawam axis and the Awutu areas which are noted for fruits and vegetable production.

Local Content (Human and Infrastructural Resource Available):

There is a pool of available labour force who can be employed at these pack houses and in addition there is an existing horticultural export industry.

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5) Production and processing of soya bean on commercial scale under irrigation

Project Description:

Demand for soyabean and its derivatives (soyabean oil and soyabean cake) are very high. Soyabean is imported for extraction of oil for local and export markets. The resulting soyabean cake is processed into poultry and fish feeds.

The quantity of soybean grown locally is very low (thus, 1 mt/ha). Improved technology of production is needed. Mechanised production of soyabean on commercial scale under irrigation, will improve yields to about 6 mt/ha thereby increasing yield, productivity and profitability.

Project Scope:

Strategic options include the large scale cultivation and processing of soya into soya milk, soya oil and poultry and fish feeds.

Initial Capital Outlay:

The capital outlay is estimated ranging from US\$(1- 3) million depending on the production scale.

Project Location:

Proposed projects can be located in the Brong Ahafo or Northern part of Ghana where soyabean thrives.

Local Content (Human and Infrastructural Resource Available):

There is a pool of available labour force who can be employed in farm operations.

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6) Production of maize for domestic market

Project Description:

Maize is one of the most popular food crops on the domestic market and it is grown in all the ecological zones of the country. It is the basis of several local food preparations and the main feed for poultry and other livestock. However yields under rain fed cultivation are low.

Irrigating maize will result in higher yield, increased productivity and lower prices of maize.

Therefore investment opportunity exists in the large scale production of maize for the domestic markets.

Project Scope:

Strategic options include construction of new irrigation systems for maize production as well as cultivation of maize on existing irrigation schemes for human and animal consumption.

Initial Capital Outlay:

The capital outlay is estimated ranging from US\$(0.25- 2)million depending on the production scale.

Project Location:

Proposed projects can be located in all the ecological zones of the country.

Local Content (Human and Infrastructural Resource Available):

There is a pool of available labour force who can be employed in farm operations.

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7) Establishment of hatcheries and poultry farms

Project Description:

Eggs and poultry meat are important components of Ghanaian diet as a source of animal protein. The poultry industry also provides employment for a significant number of people. Even though a lot of poultry farms exist in the country, the broiler industry, in particular, is in decline. Small, medium and large scale producers constitute about 60%, 30% and 10% respectively of poultry farmers in the country.

Whilst the large scale producers employ higher technologies in the form of hatcheries, veterinary services and better marketing arrangements, the small scale farmers employ little or low technologies.

Project Scope:

Investment opportunities therefore exist in the establishment of modern hatcheries and poultry farms in order to increase the scale of production of poultry products and reduce the import of chicken parts from Europe, Brazil and the United States.

Initial Capital Outlay:

The estimated capital outlay for the establishment of hatcheries and poultry farms range from US\$ (0.5-1.5) million depending on the scale and sophistication of the facility.

Project location:

The proposed poultry enterprises can be established in all parts of the country depending on the choice of the investor.

Local Content (Human and Infrastructural Resource Available):

The youth have been encouraged to venture into poultry production.

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8) Establishment of processing facilities for processing poultry for the local and export markets

Project Description:

The poultry industry in Ghana is characterised largely by imports of poultry meat. In 2013, imports of poultry products amounted to US\$169.2 million.

Local processing of chicken is minimal. All the chicken parts are imported into the country in high volumes. There is also the demand for chicken and its' parts in the West-African sub-region.

There is an existing labour force already engaged in poultry which when provided with improved technology and feed management would be capable of raising broilers for processing.

Project Scope:

A strategic approach includes the processing of poultry products for domestic and export markets. Also importers and wholesalers of chicken and chicken parts could be brought on board to utilise their distribution networks.

Initial Capital Outlay:

The capital outlay estimated for this investment ranges from US\$ (0.5- 3)million.

Project location:

The production and processing facilities for poultry and its related products can be located in Eastern, Volta, Western, Brong Ahafo, Central, Ashanti and Greater Accra Regions.

Local Content (Human and Infrastructural Resource Available):

There is a pool of available labour force who can be employed in the processing operations.

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9) Establishment of Tilapia farms using cage culture techniques

Project Description:

Ghana has virtually ideal conditions for major tilapia farming and other aquaculture endeavors. In previous times the population of some regions of Ghana relied heavily on fishing for their sustenance, but such natural fishing potential has largely disappeared due to changes in the ecological status.

However, the main components constituting a major fishery potential still exist in Ghana today: the climate is ideal for the cultivation of Tilapia and many other species, the water quantity and quality is outstanding, the labor force is abundant and hard working and the country already contains adequate agricultural resources to supply a major fish feed industry.(There are many water bodies in Ghana with 8,520 square km of water surface area suitable for tilapia cultivation using the cage culture technique).

Project Scope:

Fish imports in 2012 amounted to 175, 000 mt and a total of about 46,000mt was exported. Consequently, a large percentage of fish consumed in Ghana is imported. Local demand for tilapia exceeds supply hence tilapia is still imported to augment the shortfall. Also most of the fish feed is imported and there is the need to manufacture feed locally.

Investment opportunities therefore exist in the establishment of tilapia farms, manufacturing



of fish feeds and lastly establishment of cold storage facilities and operation of cold trucks for distribution of tilapia.

There is the need to establish cold storage facilities in the major fish farming areas especially along the Volta River to hold fish, prior to transportation and establishment of cold stores in the major cities for wholesale and retail of tilapia.

Strategic option includes signing supply contracts with major fish farmers to ensure regular sales.

Initial Capital outlay required:

The estimated capital outlay for the establishment of fish farms, feed mill, cold storage facilities and operation of cold trucks range from US\$ (0.2-3) million depending on the scale and sophistication of the facility.

Project Location:

The proposed fish farming enterprises can be established along the Volta River and other fish farming areas depending on the choice of the investor.

Local Content (Human and Infrastructural Resource Available):

There is a pool of available labour force who can be employed in the farm operations.

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10) Production and processing of Tomatoes for domestic markets

Project Description:

An average of 321,000 mt (2012) of tomatoes is cultivated annually valued at US\$ 118m, whilst 75,000 mt is imported annually to augment the shortfall. Additionally an average of 92,120 tonnes of tomato paste valued at US\$ 78m is imported annually.

In 2013, tomato products imported amounted to US\$112.1 million. There is the need for continuous supply of thick flesh tomato hybrid seeds to the farming community. Large quantities of hybrid tomato seeds currently imported but acclimatization is usually a challenge.

Investment opportunities therefore exist in the establishment of seed breeding and seed multiplication centers in different ecological zones and large scale cultivation of fresh tomatoes.

Project Scope:

Establishment of storage terminals for fresh tomato packaging for the local market. Storage terminals to be established in southern, middle and northern parts of Ghana within the tomato growing zones. Packaging of grade A tomatoes into consumer packs for the fresh produce market and passing on other grades to tomato processing plants for processing into tomato paste and tomato puree.

Strategic option include the commercial scale production and processing of fresh tomatoes for domestic markets. Another option includes partnering tomato associations who then off take consumer packed tomatoes for sale.



Initial Capital outlay required:

The capital outlay required is US\$ (0.5 -2) million

Project Location:

The proposed projects can be located in the Brong Ahafo, Eastern, Western, Volta, Ashanti, Greater Accra and parts of Central and Northern regions of Ghana.

Local Content (Human and Infrastructural Resource Available):

There is a pool of available labour force who can be employed to work on the farms.

Contact institution:

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11) Production of dried tomatoes for exports

Project Description:

Drying facilities is required for the production of dried tomatoes for export to European Union and the United States of America. The European Union has unmet demand for dried tomatoes.

Investment is needed in equipment and technology as well as appropriate packaging material.

Project Scope:

Strategic options include setting up new factories to utilize forced drying techniques and packaging equipment for the export market.

Initial Capital Outlay:

The initial capital requirement for a factory to produce dried tomatoes for export is estimated at US\$ (0.5- 2.5) million.

Project Location:

The drying facilities or equipment can be installed in all tomato producing areas such as Brong Ahafo, Eastern, Western, Volta, Ashanti, Greater Accra and parts of Central and Northern regions of Ghana.

Local Content (Human and Infrastructural Resource Available):

There is a pool of available labour force who can be employed by the drying companies. There is also a fruit storage terminal at the Kotoka international Airport which ensures a cool environment for fruits and vegetables before they are flown out.

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SOME CREDIBLE PRIVATE SECTOR PARTNERS

- **DADTCO** (Dutch Agriculture Development & Trading Company) is a unique private sector company established in 2002 which bases its approach on the combination of private entrepreneurship with a social vision.

DADTCO has a wide experience working with farmers in developing world, supplying them with agriculture inputs and selling their produce in domestic and export market. DADTCO has its headquarters in the Netherlands with subsidiaries in Nigeria, Mozambique and Ghana. In Ghana, DADTCO is located in the Volta Region and it is into processing cassava into high quality cassava cakes. In 2012, SABMiller partnered DADTCO cassava processing to launch their second beer in Africa called Eagle Lager.

- **WIENCO GHANA LTD**, established in 1979 is jointly owned by Dutch and Ghanaian shareholders. WIENCO specialises in the importation and distribution of high quality agro-inputs that meets international standards. WIENCO is committed to improving productivity of smallholder farmers in Ghana. The company has two major innovations in Ghana's agriculture in recent times, namely Cocoa Abrabopa Association (for Cocoa farmers) and Masara N'arziki (for maize farmers). It is located in Accra at the airport residential area.

- **CALTECH VENTURES LTD** processes cassava into ethanol. The processing plant is located at Hodzo, near Ho in the Volta Region. The company's

total investment venture is US\$ 10 million. The company has put about 486 hectares of land into cassava cultivation. The company produces about 6 million litres of ethanol annually. The head office of Caltech is located in Accra.

- **JEI RIVER FARMS LTD** is into cultivation of pineapple. The farm spans over 7,500 acres and produced over 3,500 metric tons of pineapple for export last year with a target of 5,500 metric tons this year. It produces varieties such as the MD2, smooth cayenne and the sugar loaf.

- **GLAHCO** Farms was established in 1982. The farm is on an 8,467 acre tract of land near Sogakope in the Volta Region. The farm undertakes integrated commercial farming. The objective of the farm is to cultivate agriculture products for both local consumption and for the

export markets. Crops currently under cultivation include mangoes and lime. The farm has 190 ha of mangoes and 10 ha of lime under cultivation.

VALUE PROPOSITION

Ghana's potential with respect to commercial agriculture and agro-process are largely untapped, and the current status of agriculture is a source of major concern. The sector is dominated by smallholder farmers, often solely engaged in subsistence agriculture whilst the agribusiness sector is in its infancy.

The Government of Ghana is, therefore, willing to partner with investors who are willing and ready to transform the agriculture sector, which will yield significant returns on any investment spent on developing it, in the medium to long term.

SUMMARY OF THE PROJECT

1)

Project Name	Production of fresh pineapples for domestic and international markets
Sector	Agriculture and agro-processing
Anticipated Amount Required	US\$ (0.5 -2) million
Type of Cooperation sought	Equity (Capital, Expertise, Technology & Equipments)

2)

Project Name	Processing of fresh pineapples into juice concentrate for export and local markets
Sector Agro-processing	
Anticipated Amount Required	US\$ (1 -5) million
Type of Cooperation sought	Equity (Capital, Expertise, Technology & Equipments)

3)

Project Name	Production of dried pineapples for exports
Sector	Agro-processing
Anticipated Amount Required	US\$ (0.5- 2) million.
Type of Cooperation sought	Equity (Capital, Expertise, Technology & Equipments)

4)

Project Name	Establishment of commercial packhouses for handling of fruits and vegetables
Sector	Agriculture and agro-processing
Anticipated Amount Required	US\$ (1-5)million
Type of Cooperation sought	Equity (Capital, Expertise, Technology & Equipments)

5)

Project Name	Production and processing of soya bean on commercial scale under irrigation
Sector	Agriculture and agro-processing
Anticipated Amount Required	US\$(1- 3) million
Type of Cooperation sought	Equity (Capital, Expertise, Technology & Equipments)

6)

Project Name	Production of maize for domestic market
Sector	Agriculture and agro-processing
Anticipated Amount Required	US\$(0.25- 2)million
Type of Cooperation sought	Equity (Capital, Expertise, Technology & Equipments)

7)

Project Name	Establishment of hatcheries and poultry farms
Sector	Agriculture and agro-processing
Anticipated Amount Required	US\$ (0.5-1.5) million
Type of Cooperation sought	Equity (Capital, Expertise, Technology & Equipments)

8)

Project Name	Establishment of processing facilities for processing poultry for the local and export markets
Sector	Agriculture and agro-processing
Anticipated Amount Required	US\$ (0.5- 3)million
Type of Cooperation sought	Equity (Capital, Expertise, Technology & Equipments)

9)

Project Name	Establishment of Tilapia farms using cage culture techniques
Sector	Agriculture and agro-processing
Anticipated Amount Required	US\$ (0.2-3) million
Type of Cooperation sought	Equity (Capital, Expertise, Technology & Equipments)

10)

Project Name	Production and processing of Tomatoes for domestic markets
Sector	Agriculture and agro-processing
Anticipated Amount Required	US\$ (0.5-2) million
Type of Cooperation sought	Equity (Capital, Expertise, Technology & Equipments)

11)

Project Name	Production of dried tomatoes for exports
Sector	Agriculture and agro-processing
Anticipated Amount Required	US\$ (0.5-2.5) million
Type of Cooperation sought	Equity (Capital, Expertise, Technology & Equipments)

CONCLUSION

The vision for Ghana's Agriculture sector is a modernized agriculture culminating in a structurally transformed economy and evident in food security, employment opportunities and reduced poverty. In view of the long-term partnership, Ghana seeks to develop with Italy, such an economically impactful projects that would offer a mutually profitable venture for both countries.

With Ghana's total land area of 23.9 million hectares and with 57% suitable for agriculture, we believe these proposed projects have huge potentials to succeed.

We, therefore, invite the Italian investor community to explore the potential of partnering with Ghana to establish integrated agriculture projects.

A close-up photograph of several ears of yellow corn. The corn cobs are the central focus, showing rows of bright yellow kernels. The green husks are partially peeled back, revealing the kernels. The lighting is bright, highlighting the texture of the corn. The background is slightly blurred, showing more ears of corn.

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