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**Millennium Development Authority (MiDA)**

**COMMERCIAL DEVELOPMENT FOR FARMER BASED-  
ORGANIZATIONS (CDFO)**

**REPORT ON MARKET-LED HAND-HOLDING EXERCISE BY  
CSIR-FOOD RESEARCH INSTITUTE FOR FIFTEEN FARMER  
BASED ORGANIZATIONS IN THE WEST MAMPRUSI AND  
SAVELUGU-NANTON DISTRICTS**

**PHASE-TWO EARLY (T2)**

**By**

**Amoa-Awua, W.K., Kpodo, K., Vowotor, K.A., Ottah Atikpo, M., Gyato, C., Gayin, J.,  
Tortoe, C., Anyebuno, G., Oduro-Yeboah, C., Baidoo, E. and Sampare, A.**

**CSIR-Food Research Institute, P. O. Box M20, Accra**

**September 2010**

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Food Research Institute, Council for Scientific and Industrial Research  
P.O. Box M.20, Accra  
Tel: 0302 519091-5  
Fax : 0302 519096  
Email : [director@fri.csir.org.gh](mailto:director@fri.csir.org.gh)



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## EXECUTIVE SUMMARY

The market-led hand-holding exercise was carried out to establish business linkages between 15 FBOs in the West Mamprusi and Savelugu-Nanton Districts and other stakeholders in the value chain of commodities produced by the farmers. It is an apprenticeship approach to practical training which was carried out for the promotion and adoption of technology taught to the farmers during the Stage 1 and Stage 2-Part 1 MiDA training.

The CSIR-FRI carried out the Hand-holding exercise for 11 FBOs in the West Mamprusi and 4 FBOs in the Savelugu-Nanton Districts in the Northern Intervention Zone. The hand-holding exercise was carried out to directly establish horizontal and vertical linkages for the procurement/sale of agricultural inputs, warehousing, quality control, credit and organizational planning among the stakeholders.

To facilitate the establishment of business linkages among actors, stakeholders made up of tractor service providers, agro-input suppliers, agro-equipment fabricators, participating financial institutions, marketers and bulkers were brought together with farmers in the FBOs in a forum for discussion and to promote growth on 14<sup>th</sup> September 2010.

Information gathered was used to categorize and cluster the 15 Farmer Based Organizations (FBOs) for practical field demonstration on Good Agricultural Practices. The areas that were covered included the following:

- Appropriate site selection
- Adequate land preparation
- Use of improved seeds
- The practice of germination testing
- Planting distances
- Good nutrients, soil and water management practices
- Post planting measures such as weed and insect and disease pest control
- Maturity indicators
- Efficient harvesting techniques
- Post harvest management including cleaning, sorting, drying, milling and storage.

It is envisaged that the contacts established and the practical knowledge acquired by the FBOs will enable them to effectively commercialize their farming operations and also help the input suppliers, etc access new opportunities and markets offered by the improvement of the farming operations of the farmers in West Mamprusi and Savelugu-Nanton Districts.

## CHAPTER 1

### INTRODUCTION

As part of its task order for Millennium Development Authority (MiDA), the CSIR-FRI provided an apprenticeship and mentoring approach to training for promoting technology adoption and industrial growth. This practical approach is known as Market- Led Hand-Holding.

The objective of the program was to ensure that the Farmer Based Organizations (FBOs) being trained by CSIR-FRI work towards the concept of value-addition in all spheres of their commercial farming activities. This activity was to be carried out together with supporting service providers or stakeholders. The Hand-Holding activity involved identifying these stakeholders in the value chain and the services they provide. CSIR-FRI helped to ensure that the needs of the FBOs were met with the stakeholders.

The Hand-Holding exercise is normally to start immediately after the Stage-2 Technical Training of the FBOs and is to run for about a 6-month period. Altogether, 15 FBOs were to go through the Hand-Holding exercise made up of 11 FBOs from the West Mamprusi District and 4 FBOs from the Savelugu-Nanton District. These were among the Phase 2 Early cluster of FBOs.

Implementation of the Hand-Holding exercise involved the following activities:

- Field activity training on demonstration farms or through farms of lead farmers in the community; and
- Linkages and negotiations with Participating Financial Institutions (PFIs), input suppliers, bulkers and marketers; and

In both activities above, there were a few changes after reflections before the implementation of the Hand-Holding activity was conducted.

A training plan for the Hand-Holding exercise was provided to the Regional Implementation Consultants (RICs) for approval before the commencement of the Hand-Holding exercise. The plan indicated what is to be done, how it would be done, who was to do what and when it would be done. The day-to-day activities of the exercise were coordinated by Mr. Seidu Ali Sampare, a member of the CSIR-FRI Technical Training Service Provider (TTSP). The list of participating FBOs is shown in Tables 1 and 2.

**Table 1: Phase 2 Early FBOs in the West Mamprusi District**

<b>FBO ID</b>	<b>FBO Name</b>	<b>FBO Location</b>	<b>No of members in FBO</b>
NAZ081209CF04	Suguru Yiri	Bulbia	50
NAZ081201CF01	Mallem-Meng Farmers Group	Gbeo	46
NAZ081216CF01	Kpamsim Manga Farmer Based Organisation	Goriba	44
NAZ081212CF01	Kategri Farmer Based Organisation	Kategri	48
NAZ081216CF02	Tinig Nya	Kubagna	47
NAZ081212CF02	Kunkwak Ajudiwon	Kunkwa	33
NAZ081206CF01	Bomanga Farmers Group	Loagri No. 2	55
NAZ081209CF03	Titakima Yelimagni Group	Mishio	35
NAZ081203CF01	Tuvuu Behigu Farmers Group	Tuvuu	46
NAZ081224CF01	N-Ningbani Felia Maize Farmers Group	Wumtubri	74
NAZ081209CF02	Sunga Be Bio	Zua	47

**Table 2: Phase 2 Early FBOs in the Savelugu Nanton District**

<b>FBO ID</b>	<b>FBO Name</b>	<b>FBO Location</b>	<b>No of members in FBO</b>
NAZ080913CF02	Walima So Ziiya	Chaayili	49
NAZ080903CF01	Bang Bebu Viela Farmers Group	Nyeko	50
NAZ080913CF01	Tung Teeya	Nyoligu	50
NAZ080903CF02	Galinburi Farmers Group	Zoggu	51

## CHAPTER 2

### FACT-FINDING MISSION

In order to produce a practicable working plan for the Hand-Holding exercise, data on stakeholders was required. As such, a 3-member fact-finding Team from CSIR-FRI TTSP was commissioned and tasked to collect data from relevant stakeholders such as the Ministry of Food and Agriculture (MoFA), Regional Implementation Consultants (RICs), Participating Financial Institutions (PFIs), association of input suppliers and other important relevant entrepreneurs. The Team made up of Dr. (Mrs.) Margaret Atikpo, Mr. George Anyebuno and Mr. Seidu Ali Sampare embarked on the fact-finding trip to the West Mamprusi District operational area, Tamale Metro and the Bolgatanga Municipality to collect the data.

#### Data Collection

The Team was to look for the necessary data to make the Hand-Holding exercise successful. The first point of call was the Northern Regional Director of Agriculture's office in Tamale on the 28<sup>th</sup> June 2010. The MoFA Northern Regional Director Mr. Joseph Faalong met with the Team where they obtained an up-dated list of agro input and other service providers in the region from the Management Information System (MIS) Officer.

The next point of call was the RICs office at Nyankpala, where an unscheduled meeting was held. In attendance were Mr. Joseph Bapule, Mr. Musah Taylor, Mr. Owusu and Mr. Zechariah Naandam Biimi. After general discussions, the Team requested to have the list of PFIs and the exact locations of the demonstration farms. The list of the PFIs was furnished to the Team by the RICs. The RICs then directed the team to make contact with The Center for Sustainable Local Development (CSLD) in Tamale, which was contracted to set-up the demonstration farms in the West Mamprusi District. Mr. Awal of CSLD described the exact locations of the demonstration farms. The farms were at three locations namely Nanton and Diarre in the Savelugu-Nanton District and Wungu in the West Mamprusi District. The team also visited a demonstration farm in front of the RICs office at Nyakpala and was taken round the farm by the Farm Manager.

The Team next visited the MIS Officer at the Upper East MoFA office in Bolgatanga to collect data. The Walewale District MoFA office was the last point of call where the Team obtained a list of input suppliers in the District.

Finally, the Team visited almost all the CSIR-FRI FBOs within the West Mamprusi operational area and requested the individual executives of the FBOs to select a Lead Farmer whose farm could be used for the practical demonstrations.

## **CHAPTER 3**

### **TRAINING PLAN**

A training plan was drawn up after careful study of the data obtained from the fact-finding mission. In drawing the plan, a format presented by the RICs was used as a guide. A tentative plan was then delivered to the RICs for their perusal. The training plan is shown in Appendix 1.



## CHAPTER 4

### CATEGORIZATION AND CLUSTERING

Being so vast and not easily accessible during the yearly major raining seasons, there was the need to categorize and cluster the FBOs in the West Mamprusi District for easy implementation of the demonstration farm field activities. Four FBOs which were in the Savelugu-Nanton District had to be clustered separately.

A total of 5 FBO clusters were made as shown in Table 3. Cluster 1 involved all FBOs in communities between the Nasia-Karemenga stretch on the Bolgatanga-Tamale road. Cluster 2 consisted of FBOs in communities in and around Mishio and Bulbia, on the Walewale Hospital road. Cluster 3 was made up of FBOs in 3 communities located after the Kpasenkpe Bridge in the environs of Kunkwak. Cluster 4 involved FBOs in the main overseas communities. Lastly, Cluster 5 was in the Savelugu- Nanton District and the communities were between Zoggo and Zoonayili off the eastern part of Savelugu, the district capital of the Savelugu-Nanton District.

**Table 3: Clusters for the Hand-Holding Exercise**

#### **Cluster 1**

<b>FBO ID</b>	<b>FBO Name</b>	<b>FBO Location</b>	<b>No of members in FBO</b>
NAZ081206CF01	Bomanga Farmers Group	Loagri No. 2	55
NAZ081201CF01	Mallem-Meng Farmers Group	Gbeo	46

#### **Cluster 2**

<b>FBO ID</b>	<b>FBO Name</b>	<b>FBO Location</b>	<b>No of members in FBO</b>
NAZ081209CF04	Suguru Yiri	Bulbia	50
NAZ081209CF03	Titakima Yelimagni Group	Mishio	35
NAZ081209CF02	Sunga Be Bio	Zua	47

### Cluster 3

FBO ID	FBO Name	FBO Location	No of members in FBO
NAZ081212CF02	Kunkwak Ajusiwon	Kunkwak	33
NAZ081212CF01	Kategri Farmer Based Organisation	Kategri	48

### Cluster 4

FBO ID	FBO Name	FBO Location	No of members in FBO
NAZ081216CF01	Kpamsim Manga Farmer Based Organisation	Goriba	44
NAZ081216CF02	Tinig Nya	Kubagna	47
NAZ081203CF01	Tuvuu Behigu Farmers Group	Tuvuu	46
NAZ081224CF01	N-Ningbani Felia Maize Farmers Group	Wumtubri	74

### Cluster 5

FBO ID	FBO Name	FBO Location	No of members in FBO
NAZ080913CF02	Walima So Ziiya	Zoonayili/ Chaayili	49
NAZ080903CF01	Bang Bebu Viela Farmers Group	Nyeko	50
NAZ080913CF01	Tung Teeya	Nyoligu	50
NAZ080903CF02	Galinburi Farmers Group	Zoggo	51

## CHAPTER 5

### FIELD DEMONSTRATIONS ACTIVITIES, RICs AND LEAD FARMER CONCEPTS

Mr. Awal of the Centre for Sustainable Local Development (CSLD) introduced two MoFA AEAs, Messrs. Ibrahim Abudu and George Bashiru as responsible for the demonstration farms. Mr. Abudu was in-charge of Wungu farms in the West Mamprusi District while Mr. Bashiru was responsible for the Nanton and Diarre farms in the Savelugu-Nanton District.

Contact was made with the AEAs and the program of activities was presented and explained to them. Table 4 shows the time schedules and the trainers of each FBO. Due to the very long distances to some of the communities from the demonstration farms and the recent floods that cut off communities especially in the 'overseas' areas, the lead farmer concept was employed to teach members of the FBOs. The communities were Wuntubri, Tuuvu, Yezesi, Kubagna, Goriba, Kunkuwak, and Jadema.

A minimum of 5 farmers from each FBO per Cluster was transported to the demonstration sites for each day of the field activity. After the field demonstrations, members of each FBO were expected to go back and organize a forum to brief the rest of the FBO members who did not attend the training about the practical critical steps along the production chain of various focus crops that were observed on the field.

Communities which were closer to the RICs demonstration farms had many more farmers who attended. Many of the farmers came by bicycles and motor-bikes to the farms. For the lead farmer option, almost all the farmers present in the community attended. The farmers listened attentively to the facilitators and asked a lot of questions. Generally, the lead farmer approach was more interactive and observations indicated that farmers enjoyed this approach better.

The field activities started with a brief introduction of trainers, AEA, facilitators and the FBO members present. The Program Coordinator then gave an overview and exemplification of the technical details of the commercial development of Farmer Based Organizations and the crop productivity development training. Commodity and the value-chain concept were again reiterated.

For both training approaches, emphasis was laid on adoption of good management practices and timely cultural practices to enhance productivity. Methods on how to achieve very good yields through the adoption of Good Agricultural Practices (GAP) were highlighted. These included:

- Appropriate site selection
- Adequate land preparation
- Use of improved seeds
- The practice of germination testing
- Planting distances
- Good nutrients, soil and water management practices
- Post planting measures such as weed and insect and disease pest control

- Maturity indicators
- Efficient harvesting techniques
- Post harvest management including cleaning, sorting, drying, milling and storage.

The need to choose a market-driven variety was elaborated. To avoid the use of poor seed, farmers were advised to buy seed from accredited agents, since the planting of poor seed has poor germination implications.

Training on pegging to achieve the desired inter- and intra-row spacing, planting method, date of planting, weed management and the application of herbicides were highlighted. Effective fertilizer application was also demonstrated. Bird control methods were mentioned for the rice production groups in particular and the need to harvest at the right time in order to eliminate field-to-store pests was also mentioned.

The AEAs and trainers present also made some inputs on the environment, the proper use of herbicides, pesticides and the disposal of their containers. A visit to the field in order to observe demonstrations of all the critical phases of production was carried-out. The farmers were allowed to ask questions and the relevant answers were provided by the facilitators. Most of the questions asked by the farmers centered on insect pests and their control. One of the trainers of CSIR-FRI, Dr. Kwame Vowotor who is also a Crop Scientist gave an overview on plant diseases, their management and controls, to the satisfaction of the farmers. The farmers were happy with the hands-on nature of the program and prolonged the questioning till all activities were exhausted on the field.

Two demonstration farms were sighted in the West Mamprusi District which belonged to WIENCO and JAICA. The two farms were situated in the Jadema and Wungu communities, and were cropped with maize and rice, respectively.



**Table 4: Dates, times and trainers who carried out the Hand-Holding activities for the Clusters**

<b>Cluster</b>	<b>Date &amp; Time</b>	<b>Trainers.</b>
1	2/9/2010 (8.30 am)	Dr. K. A. Vowotor, Dr. C. Tortoe, Mr. J. Gayin
2	4/9/2010 (8.30 am)	Dr. (Mrs.) K. Kpodo, Mr. S. A. Sampare & Mr. G. Anyebuno
3	9/9/2010 (8.30 am)	Dr. (Mrs.) Ottah Atikpo, Mr. S. A. Sampare & Mr. C. Gyato
4	12/9/2010 (8.30 am)	Dr. C. Tortoe, Mr. Elvis Baidoo, Mrs. C. Oduro-Yeboah & Mr. S. A. Sampare
5	06 to 08/09/2010 (8.30 am)	Mr. S. A. Sampare

## **CHAPTER 6**

### **STAKEHOLDERS MEETING AND PRESENTATIONS ON MARKET LED LINKAGES**

A meeting was organized between the stakeholders and all the FBO representatives in the West Mamprusi District and Savelugu-Nanton Districts at the West Mamprusi District Assembly Hall on 14<sup>th</sup> September 2010. This meeting was held because the stakeholders claimed it would be very difficult or impossible for them to be going round the FBOs in the different communities to explain the farming related issues to the farmers in the FBO.

About 40 stakeholders made up of Participating Financial Institutions (PFIs), tractor services operators, agro input dealers, marketers and bulkers were invited for the meeting. The list of the stakeholders is shown in the Appendix 2. Over 30 farmers from the 15 FBOs in the 2 Districts attended the meeting. .

The Chairman of the meeting, Dr. Kwame Vowotor, welcomed all members after a self introduction of all participants. He spoke about the MCA Ghana Compact and the US\$547 million the American government donated for programme. Dr. Vowotor spoke also on Millennium Development Authority (MiDA) as the managing authority and the components of the Ghana Compact which are Agriculture, Transportation and Social Services. He mentioned the zones that are benefiting from the program, i.e. the Northern Agricultural Zone (NAZ), Afram Agricultural Zone (AFAZ) and the Southern Horticultural Agricultural Zone (SHAZ). He also briefly spoke about the Hand-Holding excise, stressing on its relevance and importance to the FBOs. The Coordinator of the Hand-Holding exercise, Mr Seidu Ali Sampare was then introduced to continue with the strategies for market-led hand-holding meeting.

The Coordinator explained that the exercise was an apprenticeship approach to the training already conducted for the FBOs and was to lead to the promotion and adoption of technology and industrial growth. He reiterated on the commodity step to the market and emphasized the stepwise task of the value chain activities and their linkages with players in the market.

Emphasis was also given on activity planning and scheduling to meet market requirements. The Coordinator said it would not come easy unless FBO's effectively strategized and allowed all sub-committees of the FBO to work within the organizational plan for member involvement. Otherwise, the dream of meeting the provisions in their Business Action Plans (BAPs) would elude them. It was emphasized that the richness of FBOs ability to institutionalize self management would make technical assistance in loan and credit enhancement better. The Coordinator lamented that many more entrepreneurs would come on board if quality controls, current value adding activities, technical assistance arrangements, credit arrangements, input supplier relationships, contract relationship and marketing arrangements are guaranteed. Finally, it was emphasized that all the service providers should form registered associations and make themselves known to the Participating Financial Institutions (PFIs).

### **The Participating Financial Institutions (PFIs)**

Mr. Mohammed Musah and Khadija Shanni, representatives from the Agricultural Development Bank (Tamale Main and Aboabo) and Mr. Fuseini Suf-yan of the Bangmarigu Community Bank (Walewale) took turns to explain the detailed conditions and other criteria to be met to enable the bank to disburse monies to the FBOs. The representatives of the PFIs noted that access to credit was not as simple or a straight forward service and that many more factors come into play before credit is accessed. The representatives indicated the awareness of the banks to work very fast to meet timely crop cultivation schedule in order for the cropping calendar to be met. They think that farmers are always in a hurry for credit and think procedures should be skewed to their favour. The bankers promised that as professionals, they would work hard to satisfy all involved with the programme. They indicated that loan recoveries have not been easy at all and were appealing to farmers to pay back loans promptly. It was also said that the banks are working around the clock to recover monies that have been disbursed.

Mr. Fuseini Suf-yan of the Bangmarigu Community Bank Ltd enriched the session by further explaining to farmers the technical assistance in loan application, follow-up and credit management advice. An application material has to be filled on behalf of the members and each member was to open a personal account, where necessary cash lodgment could be made. Since some monies were not to be paid directly, all stakeholders who render any approved service would have their payments made after consultation with the FBO executives.

### **Tractor Service Providers**

Mr. Jacob Sule of Daribio Farms in Yama who represented tractor service providers within the district spoke of how difficult it has become to provide ploughing services especially in the overseas area. He noted that there were enough tractors in the District to do the job and therefore recommended that the tractor service providers come together to form an association.

He lamented that the fields of farmers was far from each other and that one has to criss-cross the community to plough farmlands. He then suggested that a special look be taken to lessen this burden. He mentioned that MiDA could work on some pre-financing arrangement to cater for the purchases of fuel for ploughing. Agreeably, he insisted that farmers should persist in the demand that tractor operators plough according to the standard one-acre measurement of about 64m x 64m.

### **Agro-Input Suppliers**

Wunpini Agro and Ganorma Agro Chemicals spoke on behalf of agro-input suppliers. It was mentioned that most of the agro-input suppliers were agents of the bigger supplying companies and they could be found almost everywhere in the region and the districts. They were however not happy when they were not considered in the MiDA tendering process to supply of inputs for the FBOs. Pledges were made to the farmers about the supply of all the major inputs. He finally said it would be possible if the farmers were united so that costs could be negotiated effectively.

### **Marketers and Bulkiers**

Zakaria Alhassan of Gundaa Enterprise represented marketers and bulkiers. He said as bulkiers they had the capacity to buy all produce at the farm gate. He added that if farmers were very united, some of the bulkiers have the capacity to give tractor services and credit. However he mentioned that agreements and MoUs must be honoured to avoid unwanted legal battles. He mentioned that everyone had the right to make a reasonable margin in a business.

## CHAPTER 7

### QUESTIONS AND ANSWERS

The representative of MiDA in Tamale Mr. Ibrahim Alabira who was meeting with FBOs in communities around Wulugu, precisely Kurugu, Kpatusi, Kparipiri and Suhuluya managed to be at the function despite the day's tight schedule. Some questions posed by the farmers and answered by Mr. Alabira are shown below:

**Que:** *Why was MiDA credit not forth coming?*

**Ans:** Because loan recovery has been poor. He requested all stakeholders, especially the farmers to pay up promptly.

**Que:** *Why could FNGOs not recover loans?*

**Ans:** Some farmers were not willing and most of them were misinformed though this was treated in the capacity building training.

**Que:** *What was the interest rate?*

**Ans:** Interest rates are not fixed and would be known anytime credit was disbursed.

**Que:** *Why were local Input suppliers sidelined in tendering?*

**Ans:** The tendering processes are always advertised and open to everyone the world over.

**Que:** *Why is tractor service providers not pre-financed to buy fuel?*

**Ans:** MiDA does not do pre-financing in any of its programs. You need to have the initial capacity to deliver and it is always made known to all would-be tenders. However, it is advised that small capacity firms could come together to bid in such large-scale bidding processes.

**Que:** *Why can't the banks employ more credit officers?*

**Ans:** Employment needs to be justified.



## CHAPTER 8

### STAKEHOLDER INTERACTIONS AND LESSONS LEARNT

Stakeholders had the opportunity to freely interact and also make contacts. Participants were observed making contacts with the stakeholders and service providers. There was no doubt that some links with the farmers had been established.

#### Lessons learnt

A number of lessons were learnt. These include the need for:

- more open communication channels to all stakeholders;
- managerial skills to plan and organize members to access the loan facility which was very crucial to the survival of the program;
- linkage with input suppliers;
- linkage with buyers to encourage continuous production;
- more on-farm demonstrations;
- acquisition of post-harvest and processing machines

## CHAPTER 9

### CONCLUSIONS

The FBO members indicated how the MiDA Programme had enlightened and informed them about what exploits they can achieve through commercialization of farming. They indicated that they have gained considerable knowledge through the Hand-holding exercise especially when farming is taken as a business. They said that they are now better informed to involve relevant input suppliers as partners in agriculture and to cost their farming activities to see which crops are more profitable to grow as a commercial venture.

The Hand-holding exercise was successful; more than 90% expected stakeholder attended. The farmers were content with being part of the hands-on approach to the cultivation of their crops. The exercise offered farmers the opportunity to have better understanding on the need for linkages and how they operate in order to efficiently undertake value-chain activities.

## APPENDIX 1

### TRAINING PLAN FOR HAND-HOLDING SUBMITTED TO RICs

Strategy	JULY				
	Activity	How	Dates	Who & no adopting / participating	Role of TSP
Planned Field Activities	FBO demonstration plot near training venue	Arrange with FBO executives and AEA for a plot which will be used for demonstration purposes	July 14 - 31	FBO executives, AEA, Trainer	Supervision
	Use of lead farmers	Identify lead farmer for FBO	July 14 - 31	FBO Production Committee, AEA, Trainer	Supervision
	MiDA demonstration farms	Identify MiDA demonstration farms	July 14 - 31	Trainers	Responsible for activity
Planned linkages and negotiating with financial services, suppliers and buyers	Identification of service providers, input suppliers, bulkers, traders,	Discussions and collection of data from RIC, MoFA offices at Tamale, Walewale, Bolgatanga and Pong Tamale by TSP	June 28 - July 9	TSP	Hold discussions with RIC and MoFA to obtain information
	Identification of input suppliers (fertilizer, pesticides, weedicides, etc) in Tamale, Walewale and Bolga	Visits to input suppliers by TSP	June 29 - July 7	Input suppliers in Tamale, Walewale and Bolga	Hold discussions with input suppliers and arrange for meeting with FBO
	Identification of Traders and Bulklers in Tamale, Walewale and Bolga	Visits to traders by TSP and AEAs	June 29 - July 8	Traders and bulkers in Tamale, Walewale and Bolga	Hold discussions with traders and bulkers and arrange for meeting with FBO
	Financial institutions & financial NGOs	Visits and Discussions with FI by TSP	July 7 - 9	FIs in Walewale and Bolga	Hold discussions with financial institutions and FNGOs and arrange for meeting with FBO
	Discussions with FBO executives and members	Discussions with FBO executives by TSP	July 20 - 31	Trainers, FBO Executives	Hold discussions with FBOs and arrange for meetings with input suppliers, service

					providers, traders, bulkers and financial institutions and FNGOs
	Identification of Service providers in West Mamprusi, Bolgatanga and Tamale	Visits and discussions with service providers by TSP & AEAs		Tractor operators and other service providers in West Mamprusi	Hold discussion with Service Providers
Implementation /Changes/ Reflections					
<b>AUGUST</b>					
Strategies	Activity	How	Dates	Who & no adopting /participating	Role of TSP
Planned Field Activities	FBO demonstration plot near training venue	AEA responsible for demonstrations	Aug 01-31	FBO, AEA, Trainers	Supervision
	Use of lead farmers	Periodic visits of FBO to the lead farm	Aug 01-31	Lead farmer, FBO, AEA, Trainer	Supervision
	MiDA demonstration farms	Visit of FBO executives and Production Committee to MiDA demonstration farms	Aug 01-31	FBO, TSP	Responsible for activity
	Documentaries	Arrange for documentaries from MoFA, Wince, etc	Aug 01-30	TSP	Responsible for activity
Planned linkages and negotiating with financial services, suppliers and buyers	FBO executives and members	Meeting between TSP and FBO	Aug 01-07	Trainers, FBO executives	Organize meeting
	Linking FBO to input suppliers	Meeting between FBO and input suppliers	Aug 14-31	FBO, Input Suppliers, TSP	Organize meeting
	Linking FBO to service providers	Meeting between FBO and service providers	Aug 14-31	FBO, Service Providers, TSP	Organize meeting
	Linking FBO to traders and bulkers	Meeting between FBO, traders and bulkers	Aug 14-31	FBO, Traders, Bulklers, TSP	Organize meeting
	Linking FBO to financial institutions	Visit of FBO executives to financial institutions	Aug 14-31	FBO Executives, FI, TSP	Organize meeting
Implementation /Changes/ Reflections					

**SEPTEMBER**

Strategies	Activity	How	Dates	Who & no adopting /participating	Role of TSP
Planned Field Activities	FBO demonstration plot near training venue	AEA responsible for demonstrations	Sept 01-30	FBO, AEA, Trainers	Supervision
	Use of lead farmers	Periodic visits of FBO to the lead farm	Sept 01-30	Lead farmer, FBO, AEA, Trainer	Supervision
	MiDA demonstration farms	Visit of FBO executives and Production Committee to MiDA demonstration farms	Sept 01-30	FBO, TSP	Responsible for activity
	Documentary	Documentary on focus crop will be shown to FBO		TSP	Responsible for activity
Planned linkages and negotiating with financial services, suppliers and buyers					
Implementation /Changes/ Reflections					

**APPENDIX 2**

**LIST OF FBO REPRESENTATIVES (FARMERS) THAT PARTICIPATED IN THE MIDA HAND-HOLDING MEETING AT THE WEST  
MAMPRUSI DISTRICT ASSEMBLY**

NO.	NAME OF PARTICIPANT	NAME OF FBO/COMPANY/ DEALER	LOCATION /ADDRESS	TELEPHONE NO	LOCATION /ADDRESS	REMARK
1	ABUKARI IDDRISU, IDDRISU IBRAHIM	WALIMA SO ZIIYA	ZOONAYILI/CHAAYILI SAVELUGU-NANTON DISTRICT	0246292412 0248975553	ZOONAYILI/CHAAYILI SAVELUGU-NANTON DISTRICT	
2	SUGRI ABUKARI ABUKARI FSEINI	BANG BEBU VEILA	NYEKO SAVELUGU-NANTON DISTRICT	0200082476	NYEKO SAVELUGU-NANTON DISTRICT	
3	ABDULAI ISSAHAKU AMADU ZAKARIA	TUNG TEEYA	NYOLUGU SAVELUGU-NANTON DISTRICT	0248384561	NYOLUGU SAVELUGU-NANTON DISTRICT	
4	ADAM AMADU ISSAH IDDI	GALINGBURI	ZOGGO SAVELUGU-NANTON DISTRICT	0243806189	ZOGGO SAVELUGU-NANTON DISTRICT	
5	HUDU WUNI MEIJIDA HARUNA BEN YAKUBU SUMANI YISAH	CHABRA-FONG SUGURU VELLA	JANGA WEST MAMPRUSI DISTRICT	0241120679 0245698410	JANGA WEST MAMPRUSI DISTRICT	
6	KOJOVI AWEWUGA	TIMONYA IRRIGATION FARMERS ASSOCIATION	KARIMENGA WEST MAMPRUSI DISTRICT	-----	KARIMENGA WEST MAMPRUSI DISTRICT	
7	MOSES YIDANA SAAKA MAHAMI	TICHEMTONI PRODUCTION GROUP	KPERIGA WEST MAMPRUSI DISTRICT	0274192450	KPERIGA WEST MAMPRUSI DISTRICT	

**APPENDIX 2**

**LIST OF FBO REPRESENTATIVES (FARMERS) THAT PARTICIPATED IN THE MIDA HAND-HOLDING MEETING AT THE WEST  
MAMPRUSI DISTRICT ASSEMBLY**

NO.	NAME OF PARTICIPANT	NAME OF FBO/COMPANY/ DEALER	LOCATION /ADDRESS	TELEPHONE NO	LOCATION /ADDRESS	REMARK
1	ABUKARI IDDRISU, IDDRISU IBRAHIM	WALIMA SO ZIIYA	ZOONAYILI/CHAAYILI SAVELUGU-NANTON DISTRICT	0246292412 0248975553	ZOONAYILI/CHAAYILI SAVELUGU-NANTON DISTRICT	
2	SUGRI ABUKARI ABUKARI FSEINI	BANG BEBU VEILA	NYEKO SAVELUGU-NANTON DISTRICT	0200082476	NYEKO SAVELUGU-NANTON DISTRICT	
3	ABDULAI ISSAHAKU AMADU ZAKARIA	TUNG TEEYA	NYOLUGU SAVELUGU-NANTON DISTRICT	0248384561	NYOLUGU SAVELUGU-NANTON DISTRICT	
4	ADAM AMADU ISSAH IDDI	GALINGBURI	ZOGGO SAVELUGU-NANTON DISTRICT	0243806189	ZOGGO SAVELUGU-NANTON DISTRICT	
5	HUWU WUNI MEIJIDA HARUNA BEN YAKUBU SUMANI YISAH	CHABRA-FONG SUGURU VELLA	JANGA WEST MAMPRUSI DISTRICT	0241120679 0245698410	JANGA WEST MAMPRUSI DISTRICT	
6	KOJOVI AWEWUGA	TIMONYA IRRIGATION FARMERS ASSOCIATION	KARIMENGA WEST MAMPRUSI DISTRICT	-----	KARIMENGA WEST MAMPRUSI DISTRICT	
7	MOSES YIDANA SAAKA MAHAMI	TICHEMTONI PRODUCTION GROUP	KPERIGA WEST MAMPRUSI DISTRICT	0274192450	KPERIGA WEST MAMPRUSI DISTRICT	

8	YISA ISSAHAKU MAHAMADU MAHAMA YISA KUALIGU	BOMANGA FARMERS GROUP (LOAGRI NO.2)	LOAGRI N02 WEST MAMPRUSI DISTRICT	0206671600	LOAGRI N02 WEST MAMPRUSI DISTRICT	
9	PATRICK BAA	MALLEM-MENG FARMERS GROUP	GBEO WEST MAMPRUSI DISTRICT	0242164996	GBEO WEST MAMPRUSI DISTRICT	
10	MAHAMADU SEIDU ABUBAKARI HARUNA	SUGURU YIRI	BULBIA WEST MAMPRUSI DISTRICT	0541208386	BULBIA WEST MAMPRUSI DISTRICT	
11	INUSAH SANDOW NANTOMAH MOHAMMED	TITAKIMA YELIMAGNI GROUP	MISHIO WEST MAMPRUSI DISTRICT	0547910238	MISHIO WEST MAMPRUSI DISTRICT	
12	RUFAI SALIFU ALHASSAN SEIDU	SUNGA BE BIO	ZUA WEST MAMPRUSI DISTRICT	0247595630	ZUA WEST MAMPRUSI DISTRICT	
13	EMMANUEL SANDOW DORA YAKUBU	DUU TIZORILAVI WOMEN GROUP	DUU WEST MAMPRUSI DISTRICT	0542823865	DUU WEST MAMPRUSI DISTRICT	
14	JACOB KWESI IBRAHI ALHASSAN AGURIBA ALITU NDEYINE GRACE BUKARI FATIMATA	TIZADEDE WOMEN GROUP	SARIBA WEST MAMPRUSI DISTRICT	0546909449	SARIBA WEST MAMPRUSI DISTRICT	
15	-----	ASIATECHAAB	WEST MAMPRUSI DISTRICT	-----	WEST MAMPRUSI DISTRICT	COULD NOT ATTEND DUE TO FLOODS
16	-----	JADEMA TISUNG TABA	JADEMA WEST MAMPRUSI DISTRICT	-----	JADEMA WEST MAMPRUSI DISTRICT	COULD NOT ATTEND DUE TO FLOODS
17	-----	KUNKWAK AJUSIWON	KUNKUWAK WEST MAMPRUSI DISTRICT	-----	KUNKUWAK WEST MAMPRUSI DISTRICT	COULD NOT ATTEND DUE TO FLOODS
18	ADEK PETER	KATEGRI FARMER BASED ORGANISATION	KATEGRI WEST MAMPRUSI DISTRICT	0246153822	KATEGRI WEST MAMPRUSI DISTRICT	COULD NOT ATTEND DUE TO FLOODS
19	SAIBU SALIFU	KPAMSIM MANGA	GORIBA	024665430	GORIBA	



	ADAM SAIBU	FARMER BASED ORGANISATION	WEST MAMPRUSI DISTRICT		WEST MAMPRUSI DISTRICT	
20	-----	TINIG NYA	KUBAGNA WEST MAMPRUSI DISTRICT	-----	KUBAGNA WEST MAMPRUSI DISTRICT	DID NOT ATTEND BUT WERE DULY INFORMED
21	SUMANI JOHN KARIM BABA	TUVUU BEHIGU FARMERS GROUP	TUVUU WEST MAMPRUSI DISTRICT	0546475064	TUVUU WEST MAMPRUSI DISTRICT	
22	-----	N-NINGBANI FELIA MAIZE FARMERS GROUP	WUMTUBRI WEST MAMPRUSI DISTRICT	-----	WUMTUBRI WEST MAMPRUSI DISTRICT	COULD NOT ATTEND DUE TO FLOODS
23	-----	TISUNTAABA FARMERS GROUP	LOAGRI NO 1 WEST MAMPRUSI DISTRICT	-----	LOAGRI NO 1 WEST MAMPRUSI DISTRICT	DID NOT ATTEND BUT WERE DULY INFORMED
24	-----	SUNGA VELLA FARMERS GROUP	LOAGRI NO 1 WEST MAMPRUSI DISTRICT	-----	LOAGRI NO 1 WEST MAMPRUSI DISTRICT	DID NOT ATTEND BUT WERE DULY INFORMED
25	IDDRISSU ABDULAI SEIDU YAKUBU	TI NING NYA	YIZESI WEST MAMPRUSI DISTRICT	0245241182	YIZESI WEST MAMPRUSI DISTRICT	
26	ADISSAH ABDULAI ADAM SAFIA	YAPALA WOMEN GROUP	WUNGU WEST MAMPRUSI DISTRICT	0208293809	WUNGU WEST MAMPRUSI DISTRICT	DOES NOT BELONG TO CSIR-FRI CLUSTER BUT WAS ALLOWED TO SIT IN.

### APPENDIX 3

#### LIST OF AGRO INPUT SUPPLIERS, TRACTOR SERVICES, MARKETERS, BULKERS, AND PARTICIPATING FINANCIAL INSTITUTIONS THAT PARTICIPATED IN THE MIDA HAND-HOLDING MEETING AT THE WEST MAMPRUSI DISTRICT ASSEMBLY

NO.	NAME OF PARTICIPANT	NAME OF FBO/COMPANY/ DEALER	ADDRESS/ LOCATION	TELEPHONE NO	REMARK
1	SUF-YAN FUSEINI	BANGMARIGU COMMUNITY BANK	WALEWALE	0208286372	
2	SALIFU ZUBAIDA	WUNPINI AGRO	BOLGATANGA	0244469333	
3	ISSAHAKU ISSAU	WUNPINI AGRO	TAMALE	0244290265	
4	ALHAJI A. GANIYU SULEMANA	GANORMA AGRO CHEMICAL	TAMALE	0244845995	
5	JAFARU SAIBU	YARA	WALEWALE	0208234482	
6	MUMUNI BRAIMAH	YARA	WALEWALE	0209452326	
7	FUSEINI MUSAH	FUSEINI MUSAH ENTERPRISE	WALEWALE	0548749500	
8	ABDUL LATIF	AZABU MBEBANI ENTERPRISE	WALEWALE	0208977466	
9	YAHAYA SUMAILA	YAHAYA DIMALIYA	WALEWALE	0208914850	
10	ZAKARIA ALHASSAN	GUNDAA PRODUCE COMPANY	ABOABO-TAMALE	0244457685	
11	ALHASSAN MUSAH	GUNDAA PRODUCE COMPANY	TAMALE	0246528104	
12	SHANI MOHAMMED	GUNDAA PRODUCE COMPANY	TAMALE	0244457685	
13	SIMON BANGMARIGU	BANGMARIGU ENTERPRISE	WALEWALE	0246014502	
14	YAKUBU ABDUL-RAHAMAN	YAKUBU ABDUL-RAHAMAN	WALEWALE	0203182905	
15	KHADIJA SHANI	AGRICULTURAL DEV. BANK	ABOABO-TAMALE	0244298343	
16	MUSAH MOHAMMED	AGRICULTURAL DEV. BANK	MAIN-TAMALE	0240665189	
17	BARIBE JOHNSOM	SIMPLE PRINCE ENTERPRISE	BOLGATANGA	0240769159	
18	PANTAKI JOCOB	DARIBIO FARMS	YAMA	0246633013	
19	JACOB SULE	MoFA	WALEWALE	0208293809	
20	N. ADUM-ATTA	IDDISAL COMPANY	TAMALE	0243889163	COULD NOT ATTEND
21	SHUKLA NARESH	CARD	TAMALE	0208191360	COULD NOT ATTEND
22	AYANA YAKUBU	DOLAN AYANA CO. LTD	TAMALE	0242935333	COULD NOT ATTEND
23	AYI ABU	PENTAX-ACPC	TAMALE	0244577552	COULD NOT ATTEND
24	MAJEED	GRAMEEN	TAMALE	0246935467	COULD NOT ATTEND

<b>25</b>	REP.	GHANA SEED	TAMALE	0277170455	COULD NOT ATTEND
<b>26</b>	MAHAMA JANGDOW	MAHAMA JANGDOW	WALEWALE	0208388739	COULD NOT ATTEND
<b>27</b>	REP.	AWRI FARMS	WALEWALE	0244590458	COULD NOT ATTEND
<b>28</b>	DR. FRANCIS SOAH ALI	DR. FRANCIS SOAH ALI	WALEWALE		COULD NOT ATTEND
<b>29</b>	KIPO BERNARD	AGRICULTURAL DEV. BANK	BOLGATANGA	0208403238	COULD NOT ATTEND
<b>30</b>	OSMAN MAHAMA	COMBINE ENTERPRISE	BOLGATANGA	0208548392	COULD NOT ATTEND
<b>31</b>	REP.	WIENCO	TAMALE	0208286372	COULD NOT ATTEND

## **CSIR-FOOD RESEARCH INSTITUTE EDITORIAL COMMITTEE**

1. Dr. Nanam Tay Dziedzoave – Director/Principal Research Scientist
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