



## Small and Medium Forest Enterprises in Ghana

Sourcebook on enterprise characteristics, activity centres, product markets, support institutions and service providers

Osei-Tutu P., Nketiah K.S., Kyereh B., and Owusu-Ansah M.





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1. Tropenbos International Ghana

2. Tropenbos International Ghana

3. Kwame Nkrumah University of Science and Technology

4. Resource Management Support Centre of the Forestry Commission

## Contacts

Paul Osei-Tutu  
Tropenbos International Ghana  
P. O. Box UP 982, Kumasi, Ghana  
Tel: +233 51 60310  
Fax: +233 51 61376  
Email: p.oseitutu@yahoo.co.uk  
Website: [www.forestconnectghana.com](http://www.forestconnectghana.com)

Kwabena Nketiah  
Tropenbos International Ghana  
P. O. Box UP 982, Kumasi, Ghana  
Tel: +233 51 60310  
Fax: +233 51 61376  
Email: ksnketiah@yahoo.com  
Website: [www.forestconnectghana.com](http://www.forestconnectghana.com)

Boateng Kyereh  
Kwame Nkrumah University of Science and Technology  
Private Mail Bag, Kumasi, Ghana  
Tel: +233 51 60334  
Fax: +233 51 60137  
Email: kyerehb@gmail.com  
Website: [www.knust.edu.gh](http://www.knust.edu.gh)

Mercy Owusu-Ansah  
Resource Management Support Centre  
Forestry Commission  
P. O. Box 1457, Kumasi, Ghana  
Tel: +233 51 28525 / 22376 / 22377  
Fax: +233 51 22687  
Email: [mercyowusuansah@yahoo.com](mailto:mercyowusuansah@yahoo.com)  
Website: [www.fcghana.com/forestry\\_commission/rmsc.htm](http://www.fcghana.com/forestry_commission/rmsc.htm)

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# Acronyms

|          |  |
|----------|--|
| ADRA     | Adventist Development and Relief Agency                            |
| AGI      | Association of Ghana Industries                                    |
| ASNAPP   | Agribusiness in Sustainable Natural African Plant Products         |
| BAC      | Business Advisory Centre   |
| BARGFA   | Brong Ahafo Regional Grass Cutter Farmers Association              |
| BUSAC    | Business Sector Advocacy Challenge                                 |
| CBUD     | Centre for Biodiversity Utilization and Development                |
| CEDEP    | Centre for Development of People                                   |
| COCOBOD  | Cocoa Board  |
| EDIF     | Export Development and Investment Fund                             |
| FC       | Forestry Commission  |
| FDB      | Food and Drugs Board   |
| FORIG    | Forestry Research Institute of Ghana                               |
| FSD      | Forest Services Division   |
| GACON    | Ghana Association for the Conservation of Nature                   |
| GCDA     | Ghana Co-operative Distillers Association                          |
| GEPC     | Ghana Export Promotion Council                                     |
| GHAFTRAM | Ghana Federation of Traditional Medicine Practitioners Association |
| GNATH    | Ghana National Association of Traditional Healers                  |
| GRATIS   | Ghana Regional Appropriate Technology Industrial Service           |
| GTZ      | German Technical Cooperation                                       |
| KNUST    | Kwame Nkrumah University of Science and Technology                 |
| NBSSI    | National Board for Small Scale Industries                          |
| NCRC     | Nature Conservation Research Centre                                |
| NDGL     | Novella Development Ghana Limited                                  |
| NTFP     | Non Timber Forest Product  |
| REP      | Rural Enterprises Project  |
| RUDEYA   | Rural Development Youth Association                                |
| SME      | Small and Medium Enterprise  |
| SMFE     | Small and Medium Forest Enterprise                                 |
| SSNIT    | Social Security and National Insurance Trust                       |
| TBI      | Tropenbos International  |
| WD       | Wildlife Division of the Forestry Commission                       |
| WWF      | World Wide Fund for Nature   |



# Executive summary

Small and medium forest enterprises (SMFEs) are a subject of increasing importance in Ghana as forest resources decline and demands upon them continue unabated. The use of fallow land, farm and reserved forest trees by these domestic actors is likely to play a defining role in the future of Ghana's forests.

SMFEs in this context refer to forestry related enterprises employing one person or few people. They are characterised by having minimal capital and employing informally trained workers but sometimes with a high revenue profile with the potential for value addition backed by higher capital and skill levels. Such enterprises are mostly based on non-timber forest products (NTFPs). These include honey, bush meat, medicinal and herbal products, wild fruits, leaves and nuts, and community based ecotourism. But there are also a substantial number based on wood or timber. These include wood and charcoal enterprises, chainsaw lumber production and trade, wood carving, carpentry and chewsticks.

Small scale enterprises serve as an important additional income source for a large number of people, providing a safety net when other revenue sources fail. For some people, they are the main or only source of household income. Though difficult to quantify due to their mostly informal nature, their contribution to livelihoods may even outweigh the formal timber enterprises. This is due to the large number of people engaged in them, the significant values involved, and their tendency to accrue wealth locally. SMFEs serve as main, additional or alternative income source for about three million people in Ghana. Of this total, chainsaw lumber production employs about 130,000 people.

The full potential of SMFEs to improve local livelihoods, and the sustainability of that contribution, has yet to be realised in Ghana. Such enterprises usually lack the formal legality, tenure security, organisation, and business management capacity of enterprises in the formal timber sub-sector – and often carry out their activities with little formal attention to sustainable management. Despite their involvement in the declining availability of raw materials, their activities are almost never carefully documented, quantified or governed by formal processes of forestry planning and management.

The informality and unorganised manner of their operations makes it difficult for SMFE proprietors to access available support services – including technical advice, business support and finance. Many proprietors are not even aware of the existing support structures and services. On the other hand, the paucity of information on the nature of SMFEs and the actors involved presents a challenge to support service delivery.

This sourcebook was developed by the Forest Connect Ghana project ([www.forestconnectghana.com](http://www.forestconnectghana.com)) as part of efforts to link SMFEs in Ghana to support service providers and markets. The Ghana project forms part of an international Forest Connect alliance that seeks to support small and medium forest enterprises (SMFEs) by linking them better to each other, to markets, to service providers and to decision-makers. Forest Connect

is active in 13 countries under the coordination of the International Institute of Environment and Development (IIED) and the Food and Agriculture Organization of the United Nations (FAO). The Ghana project is steered by a 13-member Project Steering Committee (working group) made up of representatives of the Ministry of Lands and Natural Resources, Wildlife Division of the Forestry Commission, National Board for Small Scale Industries, Rural Enterprises Project, Association of Ghana Industries, Tropenbos International Ghana, ASNAPP<sup>5</sup> Ghana, Kwame Nkrumah University of Science and Technology, Kumasi Wood Cluster, Ghana Wildlife Society, and SMFE proprietors (Brong Ahafo Regional Grasscutter Farmers Association and Portal Limited).

The intention behind the sourcebook is both to introduce some of the issues facing SMFEs in Ghana today and to increase the visibility of SMFEs and service providers to each other – with the hope that this might prompt a greater quest for support service on the one hand, and a greater incentive to provide such support on the other – given the scale at which SMFEs operate.

The sourcebook is divided into a logical sequence of chapters. Chapter one presents a brief overview of some of the main characteristics of SMFEs in Ghana. Chapter two presents information on what goes into establishing a small business, obligations for small businesses and the government of Ghana's initiatives with regards to small enterprises. Chapter three presents more detailed profiles of the key SMFE subsectors in Ghana, where they are concentrated, the main producer groupings, buyers, support institutions and opportunities for development. Chapter four presents some of the associations and groupings of SMFE proprietors in Ghana. Finally, chapter five presents a table of SMFE support institutions and service providers in Ghana.

It is hoped that the sourcebook will be useful for SMFE proprietors in identifying available support structures and services. It may also be useful for support institutions and service providers in identifying SMFE actors and associations in Ghana, their priorities and their needs, and will facilitate support service delivery.

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5. ASNAPP: Agribusiness in Sustainable Natural African Plant Products

# Characteristics of SMFEs in Ghana

This section presents some general characteristics of SMFEs in Ghana and the people engaged in them.

## 1.1 General characteristics of enterprises

A large number of Ghanaians engage in the collection, processing and trade of non-timber forest products (NTFPs). Some people collect NTFPs for domestic use only. Others engage in small scale commercialisation of NTFPs to augment household incomes or engage in relatively large scale commercialisation as their main or only source of income. NTFP-based activities become enterprises (SMFEs) when products are commercialised. Similarly, small scale timber based activities become SMFEs when there is commercialisation of the lumber or lumber products. According to Townson (1995), about 10 per cent of the people engaged in NTFP collection, processing and trade do so as their sole source of income. In total, SMFEs serve as a main or additional income source for about three million Ghanaians (Osei-Tutu *et al.*, 2010). Chainsaw lumber production alone employs about 130,000 people (Marfo, 2010).

## 1.2 General characteristics of enterprise proprietors

The majority of SMFEs in Ghana are sole proprietorship businesses. Men and women are equally engaged in these enterprises. Women, however, tend to dominate the trade of products such as wrapping leaves, snails, charcoal, local gin, chewsticks, mortar and pestles. Men on the other hand tend to dominate the collection and processing of products such as rattan, chewsticks, gin, chainsaw lumber, baskets and wood carvings.

## 1.3 Categories of enterprises

Based on their potential for revenue generation, SMFEs in Ghana fall into two main categories: low revenue (domestic) enterprises and high revenue (commercial) enterprises. The low revenue enterprises require minimal low skill and capital and are easy to start and operate, for example, the collection of snails from the wild for domestic use or sale. The high revenue enterprises normally require high capital and/or skills and are relatively difficult to start and operate. People engage in them in the hope of generating income (Townson, 1995), for example beekeeping, grasscutter rearing and so on.

## 1.4 Factors to consider in enterprise selection

The most important factors that proprietors consider when selecting an enterprise to engage in are: the sustainability of the supply of raw materials, their capacity to operate the enterprise and prospects for sales. Based on its profitability, Townson (1995) ranked local gin (akpeteshie) distilling and trade as the most important NTFP-based enterprise in Ghana. Other important enterprises are the production and trade of charcoal, bush meat, carvings and weavings, honey, carpentry, and medicinal and herbal products (Townson, 1995; Osei-Tutu *et al.*, 2010).

## 1.5 Source of raw materials

According to Townson (1995), sources of raw materials for non-timber forest enterprises (listed in order of importance) are: fallow lands, farms and reserved forests. Ardayfio-Schandorf *et al.* (2007) make a different assessment, ranking reserved forests as the most important, followed by unreserved forests, cocoa farms, fallow lands and other sources. In any case, the source of raw material is determined by the specific enterprise under consideration. For instance, while charcoal producers obtain their raw materials mostly from off-reserve areas, rattan weavers obtain theirs mostly from reserved forests. Chainsaw lumber production used to be a predominantly off-reserve activity but in recent times there have been reports of chainsaw lumber producers venturing into reserved forests.

## 1.6 Key challenges

The key challenges facing SMFEs in Ghana include unsustainable supplies of raw materials, marketing and lack of finance (Townson, 1995; Osei-Tutu *et al.*, 2010).

### Raw materials

Stocks of raw materials are declining due to intensive harvesting, unsustainable exploitation and land clearing to make way for agriculture (Ardayfio-Schandorf *et al.* 2007; Townson, 1995). The enterprises most affected include bush meat and snail harvesting, rattan/cane weaving (Townson, 1995), wood carving (Osei, 2009) and chewstick production. In the case of chewstick production, collectors must now travel to Côte d'Ivoire and Liberia to obtain the wood. Forestry Commission (FC) regulation also restricts access to raw materials for some enterprises. Lack of resource access rights or absence of clear permit procedures has encouraged illegal and unsustainable exploitation. This is especially the case for those enterprises that depend on timber, for example chainsaw lumber production and wood carving.

### Marketing

The majority of SMFE products are not sold beyond local markets, limiting their profitability. This is chiefly because proprietors are unable to meet the quality and quantity demands of the export market. In addition, few entrepreneurs exist who could aggregate products and add value through packaging, labelling and certification. For the same reasons, rural SMFEs are unable to reap the rewards of selling to the domestic market. Many of the city-based supermarkets sell imported versions of SMFE products produced in Ghana, while Ghanaian producers struggle to sell their products. This is especially the case for furniture and spices such as black pepper and ginger.

### Financing

SMFEs are impeded by their inability to access bank loans to expand their businesses. The banks are reluctant to advance loans to SMFEs because they are perceived as high risk. In addition, it is difficult to establish the credit-worthiness of most SMFEs because they lack proper records. Furthermore, only a few financial institutions are willing to do business with small scale entrepreneurs generally. On the occasion that loans are available, the interest rates, repayment times and other terms are not favourable for SMFEs.

## 1.7 Critical success factors

Notwithstanding the challenges discussed, some SMFEs are able to survive and perform exceptionally well. Very successful SMFEs share some common characteristics: adequate training, adequate financing, good product quality, proper product packaging, labelling and certification, product promotion and good customer relations.

# Small business establishment

## 2.1 Introduction

A business venture goes through a number of overlapping stages on the road to becoming established. An idea is followed by a start up stage, followed by a survival stage and then ultimately by growth stages.<sup>6</sup> The start up stage refers to the early period of the business, normally the first year of operation. This stage is characterised by irregular operations and a small customer base. The survival stage refers to the period beyond the first year of operation where the business generates enough income to meet basic operational expenses, though operation may not be full scale. The growth stages (normal and rapid) are characterised by an increase in the customer base and production volumes. Profits can be high at this stage.

The transition between the start up stage and the growth stages may be lengthy and challenging. Business registration, product certification and associations are three key processes that facilitate this transition.

## 2.2 Business registration

Depending on the type of enterprise and the circumstances surrounding business operation, registration with the district/municipal/metropolitan assembly, the Registrar General's Department, the Department of Cooperatives (in the case of proprietor associations) and/or the Business Advisory Centre (BAC) in the given district may be useful and/or required.

Business registration provides the enterprise with local and national recognition as well as credibility, which is essential for attracting customers. As a registered business, proprietors are able to access business contracts from district assemblies and other formal institutions, as well as certain district and national enterprise support services. For example, for a small enterprise to use light industrial area facilities, it must be registered with the relevant district assembly.<sup>7</sup> For some banks and financial institutions, registration with the Registrar General's Department is a prerequisite for acquiring a loan. The Business Advisory Centres (BACs), currently found in 110 districts,<sup>8</sup> mostly offer their support services to those small and medium enterprises (SMEs) registered with them. Moreover, to legally own its name, a business must be registered.

District/municipal/metropolitan assembly registration provides information on the number and profile of SMEs in the district/municipality/metropolis for planning purposes. That information determines the amount of resources for SME support the district/municipality can obtain from the government. It also enables the district/municipality to work with entrepreneurs within its jurisdiction when contract services are required.

Registration with the Registrar General's Department is quite simple for small businesses run by a sole proprietor. A proprietor must purchase a registration form for GH¢3.50 (US\$2.30) from the nearest regional office or nearest Regional NBSSI<sup>9</sup> (BAC) office. (Please note that

6. Source: Rural enterprises Project – Project Coordination and Monitoring Unit (PCMU)

7. Source: REP – PCMU

8. Source: NBSSI leaflet

9. NBSSI: National Board for Small Scale Industries

all prices are 2010 figures and are likely to change with time.) The office will assist with filling in the form if required. The proprietor submits the completed form to the same office with a registration fee of GH¢35 (US\$23.20). The fee for partnership enterprises is GH¢75 (US\$49.70). Partnership enterprises are also required to submit a partnership agreement note from a lawyer. The department issues a certificate of business registration within a month of submitting the completed application form. The proprietor must renew the certificate yearly for a fee of GH¢15<sup>10</sup> (US\$9.95). For further information, contact the Registrar General's Department headquarters in Accra (tel: 030-2662043), the nearest regional office of the Registrar General's Department (Kumasi office: 0322-042152), the nearest Regional NBSSI office or nearest BAC.

To register with the relevant district/municipal/metropolitan assembly, the entrepreneur must register first with the Registrar General's Department. The Budget Officers are responsible for registering businesses. The registration fee is determined by the type and size of business. A registration certificate is issued within a week of submitting the completed registration form. The entrepreneur must renew the certificate yearly for a fee.<sup>11</sup> For further information, contact the nearest district/municipal/metropolitan assembly.

To register with the BACs in the districts, the entrepreneur must visit the relevant BAC office to complete a registration form.<sup>12</sup> A registration certificate is issued within a week. For further information, contact the nearest BAC office.

## 2.3 Product certification

Product certification is a process by which a designated body confirms that a product meets quality standards. Important certification bodies for the SMFE sub-sector are the Food and Drugs Board (FDB) and the Ghana Standards Board.

Without product certification, proprietors cannot access the export market. In addition, selling processed food and drug products without Food and Drugs Board certification is illegal and products could be confiscated. This is a particular risk for products packaged for sale in shops and supermarkets.

To obtain FDB certification, the proprietor must visit the nearest FDB zonal office for an application form and advice on the procedure. The zonal offices are Kumasi (SIC Building, Bompata, tel: 032-2036070), Takoradi (SSNIT Regional Office near Central Police Station, tel: 031-2027558), Bolgatanga (Regional Administration Building, tel: 038-2023727), Tamale (Regional Administration Building, tel: 037-2024889), Ho (Ghana News Agency Building, tel: 036-2065529), Sunyani (Sam Bennet Building, tel: 035-2028791), and Elubu (CEPS Border Area, tel: 031-222538). The FDB headquarters in Accra can be contacted on 030-2233200/2235100/2225502.

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10. Source: The Ashanti Regional (Kumasi) office of the Registrar General Department

11. Source: The Works Unit of the Ejisu District Assembly

12. Source: The Ejisu District Business Advisory Centre (BAC)

## Box 1. Food and Drugs Board certification: The experience of an SMFE proprietor

Mr. Aning Agyei of CHASCOF Pure Honey in Kumasi (tel: 024-2884848) started out as a small scale producer selling honey in gallons and water bottles. Realising that he could generate more income if he packaged his products properly, he purchased plastic bottles from the market, had a friend design a label and started selling the products to shops. Some time later, he was informed that his honey products had been confiscated by the Food and Drugs Board (FDB) and that he needed to obtain FDB certification to continue selling his products legally. Although this presented a obstacle to his business, he nonetheless started the certification process.

Agyei found the FDB certification process lengthy and cumbersome, with each stage having an associated cost. First, he had to register his enterprise with the Registrar General's Department, then register the labelled product and his premises with the FDB. The FDB inspected the premises, returning a second time to confirm that Agyei had carried out the required changes. He had to organise a laboratory analysis of his honey and present samples to the Ghana Standards Board. He also had to obtain a Food Vendor Certificate from the Kumasi Metropolitan Assembly. Each of these stages had cost implications.

Despite these challenges, Agyei is happy he went through the certification process. He is now able to include FDB certification on his product label, indicating proof of the product's quality. He has increased his production volume and can now sell his products with confidence to consumers.

## 2.4 Associations

It is important for SMFE proprietors engaged in similar enterprises to form an association. Associations give proprietors an identity and recognition, and the capacity to participate in governance processes and have their interests catered for in policy decisions. An association affords proprietors more bargaining power and the ability to aggregate products and therefore access larger markets. In addition, an organised group of proprietors will find it easier to regulate their activities and seek out assistance from state institutions, NGOs, financial institutions and other service providers.

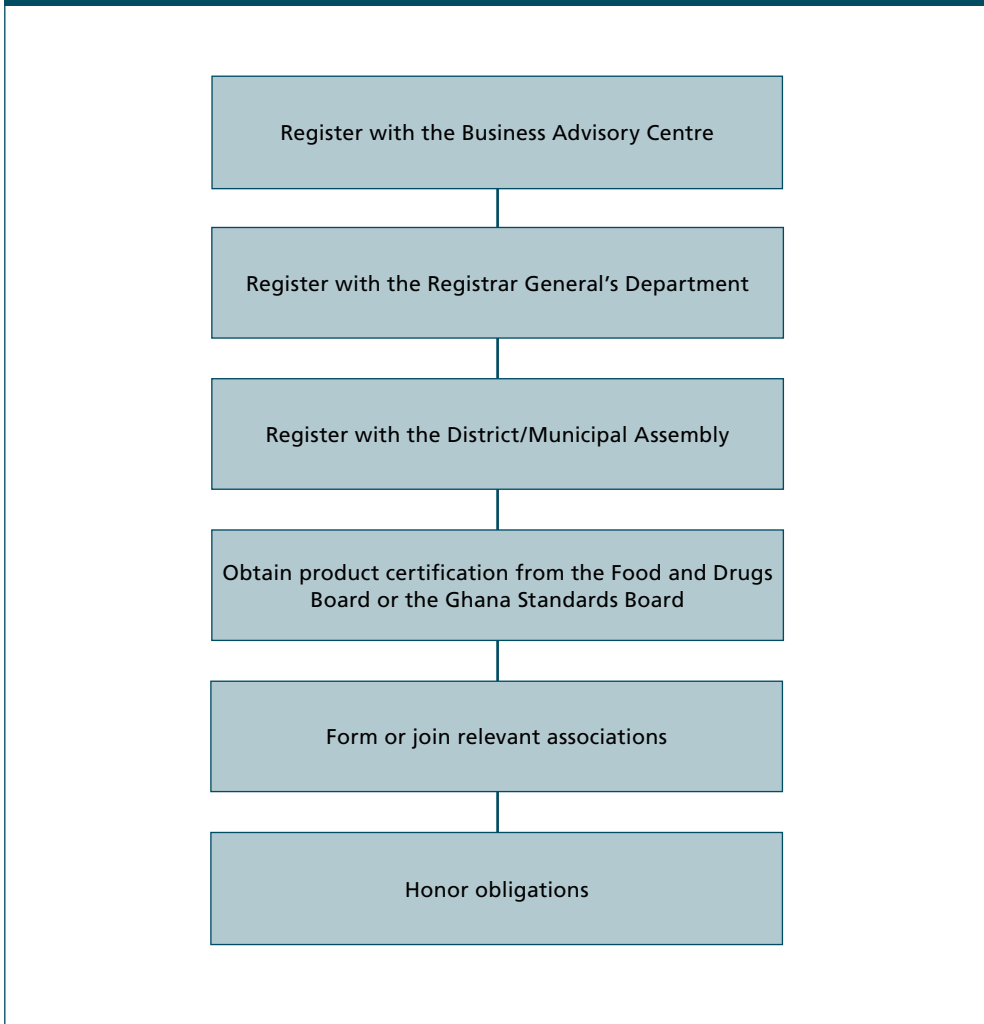
A group of honey producers in the Atebubu Municipality in the Brong Ahafo Region, for example, received support from a number of organisations, including the district Business Advisory Centre, after forming an association. They market their honey as a group, which increases their bargaining power, and conduct their own quality control. Similarly, by coming together as an association, the Aburi wood carvers in the Eastern Region have received support from several organisations including the WWF and the Export Development and Investment Fund (EDIF). Chapter 4 includes more SMFE associations in Ghana.

## 2.5 Obligations for small enterprises

In general, regulating bodies in Ghana are less strict about applying business regulations when dealing with smaller enterprises. Hence most SMEs operate without regard for regulations. This situation notwithstanding, once a proprietor decides to transform his or her enterprise from a subsistence venture into a profit-generating business, there are certain obligations of which he or she must take note.

Upon registering the business, the proprietor may be required to pay some levies, taxes and licence fees. It is important for SME proprietors to honour these obligations as they provide proof of enterprise existence and credibility. Business insurance is not mandatory but is advisable, especially when an enterprise begins to grow. SSNIT<sup>13</sup> contribution is mandatory when the enterprise employs salaried workers. Registered enterprises generating income are required to honour income tax obligations.

**Figure 1. Processes involved in the establishment of a small business**



13. SSNIT: Social Security and National Insurance Trust



## 2.6 Government initiatives on small enterprises

SMEs form an important part of the Ghanaian economy. They constitute about 90 per cent of private sector businesses in Ghana and generate about 60 per cent of employment in the country.<sup>14</sup> In an effort to optimise the contribution of SMEs to job creation and the Ghanaian economy, the government has initiated a number of SME support initiatives. Some of the key initiatives are outlined below.

### 2.6.1 Establishment of a National Board for Small Scale Industries (NBSSI)

The NBSSI was established by an Act Parliament (Act 434 of 1981) as the government agency responsible for the promotion and development of Micro and Small Enterprises in Ghana. NBSSI offers both financial and non-financial services, including counselling and advisory services, business development services, training and business support, financial support, credit facilities and support for business associations (NBSSI, 2006; Adu-Amankwah, 2006; Docktor and Leo, 2008). The aim of the financial support services is to improve the banking culture and accounting practices of small businesses. The aim of the non-financial services is to assist the small scale entrepreneur in becoming a well-rounded, competent and confident business person. They also encourage enterprise associations to share business knowledge (Docktor and Leo, 2008).

The NBSSI has 10 Regional Secretariats and 110 district level Business Advisory Centres (BACs) to extend operations across the country. The headquarters are located in Accra.

### 2.6.2 The Rural Enterprises Project (REP)

The REP forms part of the government's efforts to reduce poverty and create wealth in rural Ghana. The project seeks to help create a competitive, non-farming, rural micro and small enterprise sector through provision of relevant, good quality, easily accessible and sustainable services to small scale entrepreneurs. The project falls under the Ministry of Trade and Industry and currently operates in 66 participating districts and 12 additional districts carved out of some of the main participating districts. The REP has established Business Advisory Centres (BACs) and Rural Technology Facilities (RTFs) to deliver support services to rural small businesses. Policy initiatives with the same aim include new micro and small business sub committees in the district assemblies and the passing of a new Legislative Instrument (LI 1961).<sup>15</sup>

The Business Advisory Centres (BACs) serve as a place where small scale entrepreneurs can easily access advice and support regarding business registration, product certification and obtaining finance. With the support of the NBSSI and the REP, some BACs are facilitating registration by helping entrepreneurs to fill out forms and paying part of their registration fees.<sup>16</sup>

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14. Source: Ministry of Trade and Industry: [http://www.moti.gov.gh/home/index.php?option=com\\_content&view=article&id=91:meet-the-press-ministers-speech&catid=4:trade-news&Itemid=113](http://www.moti.gov.gh/home/index.php?option=com_content&view=article&id=91:meet-the-press-ministers-speech&catid=4:trade-news&Itemid=113)

15. Source: REP-Project Coordination and Monitoring Unit

16. Source: NBSSI Ashanti Regional Office, REP-Project Coordination and Monitoring Unit

The aim of the Rural Technology Facilities (RTFs) is to lead the promotion, adaptation and transfer of appropriate technologies to farmers, agro-processors, metal-based artisans and other rural micro and small scale enterprises. Currently, there are 21 RTFs in the country. Twenty-five additional RTFs are to be established under the second phase of the Rural Enterprise Project.<sup>17</sup>

REP delivers an integrated package of services: technology transfer, business management, entrepreneurial training, credit delivery and the formation of associations. To ensure sustainability of service delivery, existing institutions are used to deliver REP services. For example, REP delivers business development services through the NBSSI, facilitates technology promotion and transfers through the GRATIS Foundation, provides financial services through ARP Apex Bank and several other financial institutions, and provides project coordination via participating district assemblies.

### **2.6.3 Micro and small business sub-committees at the district level**

As a major government initiative,<sup>18</sup> sub-committees have been created within the district assembly structure to promote micro and small enterprises in order to create jobs and develop the local economy. The sub-committees develop policies to promote SMEs and coordinate SME support programmes and activities.

### **2.6.4 LI 1961**

Under this legislation, new departments of trade, industry and tourism are to be established within the district assembly structure to deal with issues related to trade, private sector enterprise and tourism in the districts. The BACs and RTFs would form the nucleus of the new departments. The aim of this arrangement is to ensure the sustainability of services offered to small businesses because specific structures will exist to support those enterprises at District Assembly level.

### **2.6.5 National SME policy under development**

A major impediment to the promotion of micro, small and medium enterprises in Ghana is lack of a national policy specifically dedicated to the sub-sector. Different ministries, departments, programmes, projects and outfits have different policies regarding small enterprises. The government, through the National Board for Small Scale Industries (NBSSI), is in the process of developing a coherent national policy for micro, small and medium enterprises in the country.<sup>19</sup>

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17. Source: <http://www.modernghana.com/news/303224/1/government-invests-ghs17m-in-rural-technology-faci.html>

18. Source: REP – Project Coordination and Monitoring Unit

19. Source: NBSSI Kumasi Regional Office

# Profiles of key SMFEs in Ghana

This section presents the profiles of some key SMFEs in Ghana.

## **Black pepper (*Piper nigrum*)**

Black pepper (*Piper nigrum*) is a flowering vine cultivated for its fruit, which is usually dried and used as a spice and seasoning (Wikipedia).

### **Production centres**

Black pepper is cultivated in appreciable quantities at Boama-Dumase in the Ashanti Region, and Nkawkaw, Yonso and Obome in the Eastern Region. The farm sizes range between one and five acres and the average yield per acre is 96kg (Darko, 2009). Portal Limited (tel: 031-2022948, <http://portalgh.com>) has a 30 acre plantation of black pepper at Bedum in the Central Region. Black pepper fruits all year round but the peak season is from November to February (Darko, 2009).

### **Associations**

There is a national association of black pepper farmers with regional branches in the Western, Brong Ahafo, Eastern, Central and Ashanti Regions. The Ashanti regional branch has about 83 members and is headed by Nana Abankwa Ababio (tel: 024-4451082) of Boama-Dumase. Read more about the association in Chapter 4.

### **Buyers**

The farmers sell their products to market sellers, middlemen, processors, exporters and end users at an average market point price of GH¢35 (US\$23.20) per kilogram (Darko, 2009). Portal Limited sells to 'Fir Spice' in France and 'Oxygen Forest' in South Africa. The spice is used as a flavouring in food and as an ingredient in the preparation of drugs and herbal preparations.

### **Local markets**

The Kumasi Central market (Kumasi), Nima market (Accra) and Madina market (Accra) are key local markets for black pepper and other spices.

### **Support institutions**

No organisation is exclusively dedicated to the promotion of black pepper. NGOs like CARE International Ghana (tel: 030-2781350/2226001/2781412) and RUDEYA (tel: 032-2037031) are involved in projects that seek to encourage the cultivation of black pepper at certain locations in the country.

### **Opportunities**

The export demand for black pepper is high. The website [http://importer.alibaba.com/Black\\_Pepper-importer.html](http://importer.alibaba.com/Black_Pepper-importer.html) provides information on export demand for black pepper. The potential revenues per acre of black pepper compares favourably with that of cocoa. It therefore has the potential to become a major non-traditional export crop.

## Challenges

Currently, black pepper farmers depend on irregular visits from individual buyers and therefore do not have a reliable enough market to go into large scale cultivation. Mr. J.Y. Quarm, a black pepper farmer in the Western Region (around Asankragua), reported that the buyers complain of bad product quality and consequently offer low prices. Because there are not many buyers, the farmer is forced to sell the product at the price the buyer offers. Mr. Quarm has, out of frustration, converted part of his black pepper farm into a cola (Kola Nut) farm because cola has more reliable buyers.

**Plate 1. Plantation of black pepper at Bedum in the Central Region**



## Shea butter

Shea butter is a slightly yellowish or ivory-coloured natural fat extracted from the nut of the African shea tree (*Vitellaria paradoxa*) by crushing, boiling and stirring. It is widely used in cosmetics as a moisturizer, salve or lotion (Wikipedia). It can be used for cooking, as well as in the manufacture of chocolates.

### Production centres

Ghana's Shea butter is produced in the Northern, Upper West, Upper East and parts of the Brong Ahafo and Volta Regions. It is estimated that about 60,000 people (mostly women) are involved in collecting the nuts from the wild to sell to processors or to process by themselves into shea butter. Shea nuts are most abundant in December.

### Associations

The national association is made up of about 2,000 shea nut pickers and processors. Read more about the association in Chapter 4.

### Buyers/processors

Processing companies buy shea nuts from local collectors for processing into shea butter. Some of the companies also buy shea butter from local processors for repackaging and sale. There are also individual retailers who buy shea butter from local processors for the urban centres.

The Ghana Nuts Company Limited (035-2591112/2591689, <http://www.ghananuts.com>), located at Techiman in the Brong Ahafo Region, processes shea nuts into packaged shea

butter for export. The company is probably the largest purchaser of Ghana's shea nuts, buying the nuts from all over Ghana and beyond.

SEKAF Ghana Ltd (tel: 037-2022678, 024-2883990), located in Tamale, processes shea nuts into packaged shea butter for export. The company also sells shea butter to shea cream manufacturers in Ghana.

Naasakle Limited (tel: 024-4213549, 020-8189212, [www.sheabuttergh.com](http://www.sheabuttergh.com)), located at Damongo in the Northern Region, purchases shea nuts and butter from local groups to process and package for export. The company has a production capacity of about 20 tonnes of shea butter per month.

The Industrial Chemical Lab (tel: 027-3130050), located at Adako-Jachie near Ejisu in Kumasi, produces processes shea butter into shea cream. When operating at full capacity, the company produces one metric tonne (about 5,800 containers) of shea cream a month.

### **Product exporters**

SEKAF Ghana Ltd, Ghana Nuts Limited and Naasakle Limited are three major exporters. The export destinations are Europe, USA, Canada and South Africa.

### **Regulation**

A shea cream producer needs Food and Drugs Board certification to legally sell the packaged product in shops, and Ghana Standards Board certification to export the product.

### **Support institutions**

Of any product, shea nuts have the most potential for commercialisation in Northern Ghana, and there is discussion about promoting the shea industry as a way of bringing economic opportunity to the region. The shea industry receives support under the government's Savannah Accelerated Development Authority (SADA) Programme and local shea butter processing groups receive support from several NGOs. The government agency responsible for the shea industry is the COCOBOD.

### **Additional services needed**

Compared to imports, there is room to improve the quality of locally produced shea cream products. Simple technology for adding value to shea butter is needed.

### **Opportunities**

There is a good export market for shea butter. The domestic market has also grown in recent times. Given the potential for providing economic opportunity in Northern Ghana, promotion of the industry may help reduce the migration of young people to the south.

### **Challenges**

Ghanaians are still largely unaware of the value of shea butter as a cosmetic product; as such, local demand and therefore local prices are low. Without ready buyers, local collectors often have difficulty selling their product. Local shea entrepreneurs, on average, generate low incomes.

### Critical success factors

Good product quality, packaging and labelling are essential to succeed as a shea cream producer. Small-scale shea nut collectors and processors depend on reliable buyers offering good prices for success.

### Plate 2. Locally manufactured shea cream products on the market



### Wood carving

Wood carving in this context refers to wooden artefacts made by carving wood, predominantly with handheld tools.

#### Production centres

Wood carvings are made in appreciable quantities at Ahwiaa, Bompata and Ofoase in the Ashanti Region, Aburi and Odumase in the Eastern Region, Salaga in the Northern Region, and Kpando and Kpetoe in the Volta Region. Samartex Timber and Plywood Limited, located at Samreboi in the Western Region, also produces wood carvings for export. At Ahwiaa in Kumasi, there are about 200 wood carvers and over 200 carving shops. Aburi also has about 400 artisans and 200 woodcarving shops. The number of carving pieces in a single shop ranges from few hundreds to over two thousand pieces. The price per carving piece ranges from GH¢2 (US\$1.33) for small simple carvings to over GH¢800 (US\$530.50) for large, sophisticated carvings.

#### Associations

The approximately 400 artisans (consisting of carvers, finishers and traders) at Aburi in the Eastern Region have organised themselves into an association. Read more about the association in Chapter 4.

#### Buyers

Retailers (mostly women) purchase carving products from the production centres for urban markets and for export. Individuals (mostly foreigners) also travel to the production centres to buy carving pieces. The Accra Arts Centre and the Kumasi Cultural Centre are key centres for product sales.

### Product exporters

The National Association of Handicraft Exporters (tel: 024-4279328) has 40 registered member companies that export handicrafts, including wood carvings. The members attend trade fairs and exhibitions to source orders. Some of the exporting companies have their own outfits for producing the artefacts they export. Others source their supplies from local artisans. The export destinations include America, Germany, Britain, Holland, Spain and Japan.

### Regulation

The carving industry is subject to Forest Services Division (FSD) regulation, particularly in the acquisition of the wood used for carving. This regulation, however, has not been effective as there are no clear procedures for the artisans to obtain the wood legally.

### Support institutions

The Ghana office of Novica (<http://www.novica.com/>) links wood carvers and other artisans in Ghana to foreign buyers through the internet. Foreign buyers can see pictures of carving products on the Novica website and can buy the products online. Comments left by artisans on the Novica website suggest that their association with Novica brings improvement to their work and livelihoods. The Ministry of Trade and Industry supports the Aburi craft village through the Export Development and Investment Fund (EDIF).

WWF Ghana has assessed the needs of the wood carving industry, providing wood carvers with training in managerial skills, business plan development, product packaging and marketing, and has provided a solar kiln dryer to the Aburi wood carvers.

### Opportunities

There is export demand for good quality wood carving products.

### Challenges

Decline in stocks of wood species used for carving is a major challenge. Carvers must now travel longer distances to obtain preferred species, including 'Sese' (*Horlarrhenia floribunda*), 'Kusia' (*Nauclea diderichii*) and 'Ebony' (*Diospyros*), or use inferior wood. For example, carvers from Ahwiaa now travel long distances to the Sankore area in the Brong Ahafo Region. The carvers blame unregulated harvesting and activities of timber companies and illegal chainsaw operators for the decline of these wood species. Attempts to form an association of the wood carvers and sellers in Ahwiaa failed because of a lack of unity among wood carvers and sellers.

### Critical success factors

Honesty, good customer relations, quality work and innovative designs with names were listed by wood carver and Ahwiaa seller Nana Frimpong Boadu (tel: 024-3260344) as critical success factors.



Source: [www.mytripblog.org](http://www.mytripblog.org)

Plate 3. Some wood carving pieces

## Community-based ecotourism

Community-based ecotourism in this context refers to tourism in remote areas to observe natural sites such as wildlife, waterfalls, mountains and rock formations. The sites are managed by local committees, mostly with the assistance of NGOs. The tour guides are local people versed in the history of the sites. The funds generated through tour fees are mostly used for community projects.

### Sites

The key community-based ecotourism sites in Ghana include Tano Boase caves, Bouyam caves, Kintampo waterfalls and Boabeng-Fiema monkey sanctuary in the Brong Ahafo Region, Paga crocodile pond at Bolgatanga, Nzulezu stilt village in the Western Region, Boti waterfalls in the Eastern Region, and Tafe Atome monkey sanctuary, Wli Falls and Afajato Mountain in the Volta Region. Contact the Ghana Rural Ecotourism and Travel office (tel: 030-2772955, <http://www.ghanaecotourism.com/>) for specific information on these and other rural ecotourism sites in Ghana.

### Visitation

The visitors to these sites are mainly foreigners, although in recent times, the number of Ghanaian visitors has increased. In 2008, Tano Boase received over 300 visitors and Bouyam received over 600 visitors. While these figures show improvement over previous years, they are still low.

### Regulation

Officially, the Ghana Tourism Board regulates ecotourism. The focus of the board, however, is mainly on hotels and guesthouses in the cities and, in reality, little attention is paid to community-based ecotourism.

### Support institutions

The Ghana Tourism Board (tel: 030-2244612/2231817) promotes ecotourism by identifying and promoting key ecotourism sites. NGOs like the Ghana Association for the Conservation of Nature (GACON: 027-552752, 020-7840675) based in Kumasi and the Nature Conservation Research Centre (NCRC: 030-2231765) based in Accra are also promoting community-based ecotourism by advising communities about the value of their ecotourism sites, supporting infrastructure development at the sites and assisting communities to set up ecotourism management structures. The Ghana Rural Ecotourism and Travel (GREET: 030-2772955), supported by the NCRC, develops information on rural attractions and operators in Ghana, as well as other marketing of the sites and operates a booking office.

### Opportunities

There are many sites in Ghana with ecotourism potential. Because of their remoteness, however, they require infrastructure and facilities, including vehicles for transporting visitors, guest houses, good roads, electricity and internet facilities.



### Challenges

In general, there is a lack of funds available to develop these sites into ecotourism ventures. Local populations sometimes unwittingly destroy aspects of the sites valuable to tourism, for example, by hunting bats and other wild animals at Tano Boase. In this case, the chairman of the local ecotourism committee attributed the situation to the reluctance of the Forest Services and Wildlife Divisions to provide guards for the site. Low visitor numbers to the sites is also a challenge.

### Critical success factors

As suggested by a representative of the Ghana Association for the Conservation of Nature (GACON), active advertising is critical to the success of a site. Trust and community involvement are also important.

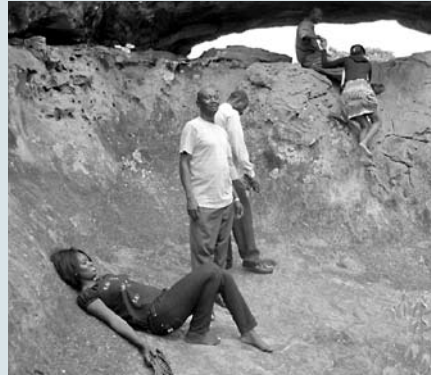


Plate 4. A scene from Tano Boase ecotourism site

### Bamboo and rattan

Bamboo (*Bambusa species*) is a group of perennial evergreens in the true grass family Poaceae (Wikipedia). In Ghana, bamboo poles are used for making furniture, toothpicks and in construction work.

#### Production centres

Naturally growing stands of bamboo are available in appreciable quantities at several locations in Ghana, most notably in the Western region (Daboase and Akoroase). In the Ashanti Region, there are stands at KNUST<sup>20</sup> and Mesebam. Rattan is mostly obtained from forest reserves in the Western Region. Because the bamboo and rattan industry is relatively undeveloped, the natural stands are more or less treated as open access resources. They are only sold when people exploit them in relatively large quantities for the urban markets. A pole of bamboo sells for GH¢0.5 (US\$0.30) in Kumasi. A bundle of rattan sells between GH¢20 (US\$13.30) and GH¢25 (US\$16.60).

#### Buyers

In recent times, lumber sellers in urban areas have started selling bamboo poles in addition to their lumber. The buyers are mainly building constructors and bamboo processors. Suppliers travel to remote areas to bring supplies to the urban sellers. Similarly, rattan suppliers travel to remote areas in the Western Region to bring supplies to artisans in the urban areas. Rattan furniture and other products are mostly sold to individual buyers in the urban areas. Baskets are mostly sold to shops and supermarkets.

20. KNUST: Kwame Nkrumah University of Science and Technology

## Processors

The Pioneer Bamboo Processing Company (tel: 024-4982482), located in Assin Fosu in the Central Region, processes bamboo into boards and is currently the only company in the country with the capacity to do so. The company also produces furniture from the boards and has a showroom in Accra. The company produces to order and, at normal production, produces about ten boards a week.

'Nations Pride Toothpick' (tel: 024-4626506), located at Anwomaso in Kumasi, processes bamboo into packaged toothpicks and 'khebab' sticks. When operating at full capacity, the company processes about 1,000 bamboo stems in a month. T-Tom Bamboo Toothpick Processing Company at Tandan in the Western Region is another such processor.

Global Bamboo Products Ltd (tel: 024-4877302), located at Enyiresi in the Eastern Region, processes bamboo and rattan into furniture, baskets and crafts. Enyiresi also has about 320 community artisans who process rattan into baskets. During the peak season (around Christmas), each artisan produces an average of 30 baskets per week.

Kumasi, Accra, Takoradi, Cape Coast and the other urban centres have groups of artisans that process bamboo and rattan on a small scale into furniture products, baskets and crafts. In Kumasi, the artisans (about 32 master craftsmen and several apprentices) can be found at Adum close to the railway lines and at the Komfo Anokye Teaching Hospital (the side facing Kejetia). When operating at full capacity, each master craftsman produces four sets of bamboo furniture in a month. In Accra, a group of about 100 bamboo and rattan artisans is located at 37 Military Hospital (Switch Back Road). There are also processor groups at Dimpose and North Dworwulu.

## Associations

There is a national association of bamboo and rattan processors with regional branches. The approximately 100 bamboo and rattan artisans at 37 Military Hospital in Accra are also organised into an association called 'The Links Handicraft Association'. Read more about these associations in Chapter 4.

## Markets

Bamboo and rattan products in the form of furniture, baskets and crafts are normally displayed for sale by the roadside in the cities.

## Regulating

Bamboo and rattan is currently exploited without any serious regulation. Because they are non-timber forest products, their commercial exploitation could fall under the mandate of the Forestry Commission.

## Support institutions

The Ghana office of the International Network for Bamboo and Rattan (INBAR, tel: 032-2061375), located on the premises of FORIG<sup>21</sup> at Fumesua in Kumasi, is a major promoter of the industry. INBAR promotes research, development and utilisation of bamboo and rattan.

21. FORIG: Forestry Research Institute of Ghana

The Ministry of Lands and Natural Resources has a Bamboo and Rattan Development Programme (BARADEP, tel: 024-6828567, 024-4856352) based in Accra. BARADEP seeks to develop and promote bamboo and rattan in Ghana through training, domestication of bamboo and rattan, coordination of bamboo and rattan initiatives and travel support for educational tours to China.

### Opportunities

Bamboo and rattan are good substitute materials for timber in construction and furniture making. Ghana has a bamboo processing factory and artisans exist who could be trained to use bamboo instead of wood. There are local people who are able to process rattan into furniture, baskets and other products.

### Challenges

Rattan, and particularly bamboo products, are not considered to be of high value. As a result, naturally occurring stands of bamboo and rattan are sometimes destroyed to make way for farming. Other challenges include a lack of people skilled in finishing processes, unregulated and unsustainable exploitation of bamboo and rattan stands, an irregular supply of rattan, and lack of spare parts and technicians to service processing machines.

### Critical success factors

Proper raw material harvesting, good treatment and good processing are essential, according to Gloria of Global Bamboo Products Ltd. Amonoo of INBAR also explained that well trained personnel, efficient machinery, awareness creation and good marketing are needed.



Plate 5. A set of rattan furniture



Plate 6. Dining table made from bamboo board



Plate 7. Locally produced bamboo tooth pick

## Honey

Honey is a sweet liquid food made by bees using nectar from flowers (Wikipedia). In Ghana, honey is obtained both from the wild and from bee farms (apiaries).

### Production centres

Honey is produced in appreciable quantities at several locations in Ghana. They include Damongo and Tamale in Northern Ghana; Techiman, Mim, Atebubu (New and Old Kokrompe, Gyato Zongo, Kintampo and Saawokye) in the Brong Ahafo Region; Samreboi area and Sampa in the Western Region; Somanya and Afram Plains (wild collection) in the Eastern Region; Saltpond (Saltpond Honey Centre) and Ekumfi in the Central Region; and Agomeda (close to Dodowa) in the Greater Accra Region. In the Samreboi area (Wassa Amenfi West District), about 1,000 farmers are engaged in honey production because of the ready market Samartex offers. Samartex also supplies beehives to the farmers. Nationwide, about 17,000 people are engaged in honey production.<sup>22</sup> The volume produced per beekeeper (apiary) per season ranges from a few gallons to over 200 gallons. In the Afram Plains area, a large quantity of honey (approximately 200 drums) is collected from the wild during the harvest period. The price per gallon ranges from GH¢35 (US\$23.20) to GH¢50 (US\$33.20).

### Associations

There is no national association. The producers in the Atebubu Municipality in the Brong Ahafo Region have organised themselves into the Atebubu-Amantim Beekeepers Association, with a membership of about 50 people. Read more about the association in Chapter 4. There are other groupings of honey producers in various other locations.

### Buyers

Market sellers, pharmaceutical and herbal outfits, and individual consumers.

### Product exporters

The bulk of Ghana's honey is consumed locally. The producers assert that the current level of production does not even meet the local demand. The few known honey exporters include Samartex and the honey group at Atebubu.

### Support institutions

World Vision has provided support to the honey producers at Atebubu in the past. The Atebubu Business Advisory Centre has also provided support in the form of training workshops and provision of beehives to the trainees. Samartex Ltd assists farmers in the Samreboi area through provision of beehives and purchase of honeycombs from the farmers to extract the honey. The Honey Centre at Saltpond (tel: 024-4954417) undertakes training in beekeeping and sells honey production equipment. CARE International assists some honey groups in parts of the Western Region through training and logistical support.

The Food Research Institute of Ghana (tel: 030-2519091-5) manufactures and sells centrifuge equipment for extracting honey from the honeycomb. The equipment allows producers to extract the honey without destroying the honeycomb so that they can be

22. Source: Gariba Ibrahim (2010) 'The burgeoning honey industry in Ghana', October 17, 2010 Edition of the Ghanaian Times

placed back into the beehives. Due to its high capacity and high cost (about GH₵3,000 – 4,000 [US\$1,989.40 –2,652.50]), ideally the equipment is owned and operated by a group of honey producers or large scale honey enterprises. The institute also conducts laboratory analysis of honey and assists honey producers in obtaining Food and Drugs Board certification.

### Opportunities

There is high demand for honey both locally and internationally. The business has relatively low capital and labour requirements. An entrepreneur could engage in honey production as an additional livelihood activity, since labour is only required during the set-up stage and the harvesting period.

### Challenges

Bush fires and agricultural pesticides are a threat to bees, their hives and their habitats. The prevalence of fake and low quality honey on the open market also presents a problem as it erodes customer trust.



Plate 8. Neatly packaged and certified honey

Plate 9. A piece of honey wax



## Charcoal

Charcoal is a dark grey and brittle substance obtained by heating wood or other vegetative materials in the absence of oxygen (Wikipedia). In Ghana, charcoal is mostly produced in earth mounds.

### Production centres

Charcoal is produced almost everywhere in Ghana. The key production areas include the Kintampo District (New Longoro, Dwere, Wela, Asante Kua, Droman, Fiema and Donte), the Nkoranza District, the Wenchi District and Atebubu District, all in the Brong Ahafo Region. The Kintampo District produces about 120 truckloads of charcoal every week during the charcoal season. In the Northern Region, charcoal is produced in large quantities at Tinga and Bole-Bamboi. In the Western Region, the production centres include Bonsaso, Mempeasem, Wassa Agona and Pataho in the Tarkwa Nsuem District. In the Eastern Region, charcoal is produced in large quantities in the Afram Plains (Maame Krobo, Agya Atta, Kwasi Mfante, Asenyeso, Akwasi Kwune, Dogoman, Donkokrom, Tiase, Adumasue and Dome). More than ten truckloads of charcoal leaves the Afram plains for the urban centres daily during the charcoal season.

The cost per bag of charcoal at the production centres ranges from GH¢2.5 (US\$1.70) to GH¢8 (US\$5.30), depending on how close the buyer is from the production site.

### Buyers

Dealers (wholesalers) purchase charcoal in large quantities from the production centres and convey them in trucks to the urban areas. In Kumasi, a bag of charcoal sells for between GH¢10 (US\$6.60) and GH¢12 (US\$8).

### Markets

Kasoa (Accra), Achimota (Accra), Suhum (Eastern Region), Koforidua (Eastern Region), Krofrom (Kumasi), Suame Round About (Kumasi) and Moshie-Zongo (Kumasi) are some of the centres where charcoal is sold to urban retailers.

### Regulation

The charcoal industry is currently highly unregulated. A woodfuel policy, which would have provided a framework for the Ministry of Energy to regulate the industry, is still at the draft stage. Charcoal dealers mention district assemblies as the regulating body. What they call regulation, however, is basically the collection of revenues on truckloads of charcoal that leave the districts.

### Support institutions

Currently, there is no clearly defined programme for Ghana's woodfuel industry. A national woodfuel policy is still at the draft stage. There are, however, efforts by some NGOs and other bodies to support community groups in establishing woodfuel plantations. The International Network for Bamboo and Rattan (INBAR, tel: 032-2061375) is exploring the possibility of producing charcoal from bamboo.

### Opportunities

There is high domestic demand for charcoal in both the rural and urban areas. Logging and milling wood waste, both readily available, provide potential raw materials for charcoal production.

### Challenges

The public perceive charcoal production to be environmentally destructive, and in some areas, chiefs and district assemblies are discouraging charcoal production for this reason. Poorly maintained rural roads make transportation between the production centres and the urban areas difficult, especially during rainy seasons. Drivers have reported being harassed by the police.



Plate 10. Truckloads of charcoal leaving the Afram Plains



Plate 11. Making charcoal the traditional way

## Bush meat

Bush meat in this context refers to the flesh of wild animals eaten by humans. In Ghana, bush meat is sourced from both wild animals that have been hunted, as well as those that have been captured and domesticated. Common sources of bush meat include grasscutters, antelopes, pangolins, small mammals and rodents. Grasscutters and rabbits are commonly domesticated.

### Production centres

Key wild bush meat centres in Ghana include Damongo, Bole, Bolgatanga and Wa in the northern part of Ghana. In the Eastern Region, the centres include Anyinam and Ankaase. Anyinam has about 20 bush meat dealers, who purchase the meat from hunters and prepare them for sale by the road side. A prepared grasscutter is sold for about GH¢20 (US\$13.30).

In the case of domesticated bush meat (mainly grasscutters), the key centres include Techiman, Sunyani, Berekum, Dormaa Ahinkro, Goaso, Kwamedanso, Atebubu and Nkoranza. The grasscutter farmers in these locations have come together to form the Brong Ahafo Regional Grasscutter Farmers Association (BARGFA, tel: 020-8233639). Collectively, the association produces about 7,000 grasscutters yearly. There are also grasscutter farmers and associations in the Ashanti Region (tel: 024-6131049), Eastern Region, Volta Region and Western Region. The price of a domesticated grasscutter ranges from GH¢30 (US\$19.90) to GH¢40 (US\$26.50).

### Associations

Organised groups of bush meat producers and sellers include the Brong Ahafo Regional Grasscutter Farmers Association (BARGFA) and the 'Atwemonomu'<sup>23</sup> bush meat sellers association in Kumasi. See details of these associations Chapter 4.

### Buyers

Bush meat retailers are mostly women, with the exception of Anyinam, where the retailers are mostly young men. Retailers mostly sell to restaurants and hotels, although individuals also buy bush meat for consumption at home. New grasscutter farming entrepreneurs purchasing young domesticated grasscutters are also an important group of buyers.

### Markets

The key local markets known for bush meat include the Techiman market, Nkoranza market, Kumasi Central market, Anyinam, Wenchi market and 'Atwemonomu' in Kumasi.

### Regulation

The bush meat industry is subject to regulation by the Wildlife Division (WD). The WD is responsible for issuing hunting permits and enforcing wildlife-related regulations and laws including the 'closed season', a period from 1 August until 1 December during which hunting is prohibited (with the exception of grasscutters) to protect the animals during their breeding period.

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23. Atwemonomu' literally means fresh antelopes area



### Support institutions

Many organisations promote the domestication of animals used for bush meat, particularly grasscutters. These organisations include the Forestry Commission, MoFA, GTZ, and NGOs like CARE International and Tropenbos International Ghana.

### Opportunities

Bush meat is a Ghanaian delicacy and there is therefore high demand and a ready market. The decline in natural wildlife populations makes wildlife domestication a potentially profitable venture.

### Challenges

A lack of effective hunting regulations has led to a decline in wild animal populations. Hunters must now spend more time and effort hunting. The domesticated grasscutter industry in Ghana is being crippled by a lack of access to loans with good terms and by inadequate training.

### Critical success factors

To succeed in commercial grasscutter rearing, adequate training and financing (loans with low interest rates and convenient payback time) are needed, said Mr. Afena of the Brong Ahafo Regional Grasscutter Farmers Association (BARGFA).



Plate 12. Feeding grasscutters in their concrete housing



Plate 13. Selling wild bushmeat by the roadside

## Mortar and pestle

A mortar and pestle is a carved wooden instrument used in Ghanaian homes for pounding 'fufu' (a mixture of cassava and plantain), palm nuts, groundnuts and so on. The mortar serves as the pounding bowl and pestle as the pounding stick.

### Production centres

Pestle production centres in the country include Adabokrom and Debisu in the Western Region, and Goaso, Gambia and Techiman in the Brong Ahafo Region. When operating at full capacity, one of pestle producer groups at Techiman produces about 120 pestles a week.

Mortars are produced and sold at Ofuma, Ofoase and Race Course in the Ashanti Region; 'Area Two' in Sunyani, Assin Nyankomase (near Assin Fosu) in the Central Region; and Enyiresi, Ofraomase and Kwuhu Nsabaa (close to Nkawkaw) in the Eastern Region. In terms of numbers, there are about 20 mortar carvers and about 25 sellers at Enyiresi, 20 carvers at Kwuhu Nsabaa and 20 carvers at Assin Nyankomase. The carvers at Assin Nyankomase (tel: 027-5203390) machine carve 40-50 mortar pieces daily; those at Kwuhu-Nsabaah machine carve about 30 mortar pieces daily and those at Techiman (tel: 024-3484592) hand-carve about 16 mortars daily.

The mortar carvers at Assin Nyankomase and Kwuhu Nsabaah also carve the wooden grinder used in the traditional kitchen, called a 'tapoli'.

### Buyers

Retailers (mostly women) purchase mortar and pestles from the production centres for sale in the urban markets. The sellers at Enyiresi sell their mortar and pestles along the Kumasi-Accra road. Individuals also purchase single mortar and pestles from the production centres.

### Regulation

The harvesting of wood for the production of mortar and pestles is subject to FSD regulation. In practice, however, regulations are not enforced because the industry is not part of the mainstream Ghanaian forestry industry. Mortar carvers either have to negotiate with concession holders (timber companies) or farmers to illegally obtain the wood they use in their work. In the case of pestles, the permit process is more defined; producers reported that they are able to obtain permits from the FSD to cut sticks from the forest.

### Opportunities

Ghanaians consume large quantities of fufu made in the traditional manner using a mortar and pestle. As a result, the products will be in demand into the foreseeable future. Many of the mortar carvers and pestle dealers inherited the profession from their fathers, and in some locations, the industry is a form of identity.

### Challenges

Mortar carvers frequently access their raw materials illegally because there are no clear procedures for them to legally access the materials. Carvers report being harassed by the FSD. As in other wood based industries, stocks of the species they use in their work are

in decline and mortar carvers must resort to using inferior wood species or travel long distances to obtain raw materials. The tree species commonly used include 'Paopao' (*Azelia Africana*), 'Kusia' (*Nauclea dederichii*) and 'Odum' (*Milicia excelsa*).

The pestle industry is constrained by the remoteness of the forests from which producers obtain their pestle poles. Producers must carry the poles on their heads through the forest to the road side.



Plate 14. A pile of wooden poles to be turned into pestles

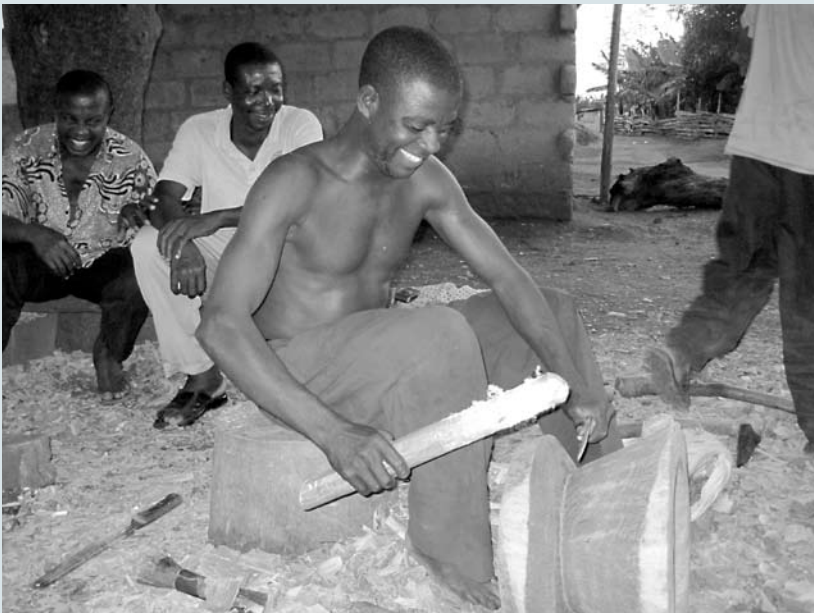


Plate 15. Carving mortar by hand

## Akpeteshie (local gin)

Akpeteshie is a strong alcoholic spirit produced locally from the fermented sap of oil palm, raphia palm and sugar cane through distillation. The bulk of Ghana's akpeteshie is produced from oil palm. It is estimated that Ghanaians consume about 40 million gallons of the local gin annually.<sup>24</sup>

### Production centres

Production of akpeteshie predominantly takes place in areas dominated by the oil palm, such as Benso in the Western Region. Oil palm estates sell their overgrown palm trees to local tappers. At one time, Benso Oil Palm estate sold about 200 ha of overgrown palm to local tappers. Akpeteshie distilled from oil palm is also produced in the Volta, Eastern, Central, Brong Ahafo, Ashanti and Greater Accra Regions. Akpeteshie made from sugar cane is produced at Daboase Junction in the Western Region. Akpeteshie made from naturally occurring stands of raphia palm is produced at places like Nzulezu in the Western Region and around Bekwai in the Ashanti Region. Ankaase/Bogyawe, a small town close to Bekwai, has about ten raphia wine tapers, each producing about eight gallons of raphia wine daily.

### Buyers

Retailers buy from the distillation centres across the country and supply to urban sellers. In the urban areas, the drink is sold in bars and small shops popularly called 'blue kiosks'. Some local gin is bought by distillery companies who further process it into packaged alcoholic drinks (schnapps, dry gin and so on).

### Associations

The Ghana Co-operative Distillers Association (GCDA) is the main association of gin distillers and traders. Read more about the association in Chapter 4.

### Regulation

The local gin industry is highly regulated. Producers must obtain a permit from their local district assembly or risk arrest by the police. The dealers must also obtain a waybill to transport akpeteshie from the production centres to the urban markets. Because of potential negative health impacts and the moral implications of drinking alcohol, there is much public discussion with regards alcohol consumption, especially among the youth. In an effort to discourage alcohol consumption, the government has placed a 20 per cent tax on akpeteshie and other alcoholic beverages.

### Opportunities

The industry employs many people in Ghana. It also contributes to the Ghanaian economy through licence fees, waybills and income tax.

### Challenges

Stigma associated with alcohol consumption is a key challenge. Because akpeteshie and other alcoholic drinks are known to cause health problems and have on occasions led to socially unacceptable behaviour, their consumption is being discouraged.

24. Source: [http://www.thestatesmanonline.com/pages/news\\_detail.php?newsid=466&section=1](http://www.thestatesmanonline.com/pages/news_detail.php?newsid=466&section=1)

## Mushrooms

A mushroom is the fleshy fruiting bodies of an edible fungus. Mushrooms grow on the soil and on other dead substrates. In Ghana, the most common cultivated mushroom species is the oyster mushroom.

### Production centres

Mushrooms are produced at several locations in the country. Bemcom Mushroom Enterprise (tel: 020-8140367), a large-scale producer located at Techiman in the Brong Ahafo Region, produces about 720 spawned mushroom bags per day when operating at full capacity. In the Ashanti Region, the major producers include Attah Mushroom Enterprise at Kenyase and Boahene Mushroom Enterprise at Adiebeba. Akim Apadwa in the Eastern Region is a major production centre.

### Buyers

Mushrooms are sold domestically to hotels, restaurants and some supermarkets. Individual retailers also buy from the producers and sell in small bags in the urban areas.

### Support institutions

The Food Research Institute of Ghana (tel: 030-2519091-5) offers training in mushroom production for groups and individuals. The institute also produces mushroom spawn (seeds) for sale to mushroom producers. Bemcom Mushroom Enterprise (tel: 020-8140367) offers training in mushroom production and sells spawned mushroom bags to mushroom farmers who then produce the edible mushrooms for sale.

### Opportunities

The mushroom industry has the potential to provide jobs for people of all ages. For example, in recent years, elderly retired people have engaged in mushroom production. Little start up capital or equipment is required; all a producer needs is a simple shed and spawned mushroom bags. Mushrooms have the potential to help Ghanaians meet their nutritional needs, and education on the nutritional and health benefits could potentially create a significant local demand. Even with relatively few people consuming mushrooms in Ghana, producers are unable to meet the demand created by hotels and restaurants. The product has export potential, but this will only be met if the producers can aggregate and supply products on a regular basis.

### Challenges

On the whole, Ghanaians are unaware of the nutritional and health benefits of mushrooms. They perceive mushrooms to be something that they would collect freely from the wild, rather than purchase. Large restaurants, hotels, supermarkets and exporters represent a sales and marketing opportunity, but the industry lacks figures on production quantities and has not so far been able to ensure a regular supply of specified quantities.

### Associations

The National Association of Mushroom Producers has about 98 members, but the active members total about 40. The association is in the process of establishing an office at Kaneshie, Accra. They can be contacted through the Secretary (Rev. Sarpong, tel: 024-4048920). See Chapter 4 for details of the association.



**Plate 16. Spawned mushroom bags at Bencom Mushroom Enterprise**

## Chainsaw lumber production and trade

Chainsaw lumber production refers to the on site conversion of logs into lumber for commercial purposes using chainsaws. The practice has been prohibited in Ghana since 1998 but remains widespread. Ironically, while chainsaw lumber production is prohibited, the lumber is freely traded in the domestic wood markets. Chainsaw milling employs about 130,000 Ghanaians directly and indirectly and supplies about 84 per cent of the lumber used domestically. Chainsaw milling is also a major supplier of lumber exported overland to neighbouring countries (mostly the Sahel Region). The total gross annual revenue from chainsaw lumber production and trade is estimated at GH¢279 million (US\$184.6 million) (Marfo, 2010).

### Activity centres

Chainsaw milling takes place throughout Ghana's forest zones, particularly in the Western, Eastern, Ashanti, Brong Ahafo and Central Regions. The key domestic lumber markets are the Ashaiman wood market in Tema (Accra), the Sokoban Wood Village in Kumasi, and the Techiman wood market in the Brong Ahafo Region.

### Associations

Because the activity is currently banned, there is no association of chainsaw lumber producers. There are, however, domestic wood seller associations. The Domestic Lumber Traders Association (DOLTA) has a membership of about 2,000 sellers distributed in the Greater Accra, Volta, Eastern and Central Regions. The Techiman and Sokoban wood sellers have also organised themselves into associations. See Chapter 4 for details of DOLTA.

### Buyers

Chain-sawn lumber is used by many Ghanaians, particularly carpenters and estate developers including government contractors. Products made from chain-sawn lumber include furniture and doors.

### Support institutions

No organisation is specifically dedicated to the promotion of chainsaw lumber production and trade. Tropenbos International Ghana (032-2060310), via an EU-funded project, is developing alternatives to illegal chainsaw lumber production through multi-stakeholder

dialogue. The Timber Industry Development Division of the Forestry Commission (031-2022921-4) is also exploring alternatives for legal lumber supply for domestic use as part of Ghana's Voluntary Partnership Agreement with the European Union.

### Opportunities

The huge domestic lumber demand (estimated at 496,815 m<sup>3</sup> annually) and additional demand from neighbouring countries represents a major opportunity for many people. The total annual profit from chainsaw lumber production and trade is estimated at GH¢37 million (US\$24.5 million) (Marfo, 2010). The TBI and TIDD joint process is developing programmes to transform chainsaw operators into artisanal millers so that they may join the formal timber industry and supply legal lumber to the domestic market.

### Challenges

The ban on chainsaw milling renders the practice illegal. Conflicts between chainsaw operators and law enforcers (forest managers and the police) are common; bribery and corruption result in revenue loss to the state. Unsustainable and wasteful practices are common, as are accidents; operators must work rapidly, without precaution and sometimes at night to avoid being caught. When chainsaw operators and lumber dealers are arrested, their equipment and lumber is often confiscated. This increases operational costs and poses a threat to the livelihoods of those people engaging in this enterprise.



Plate 17. Converting timber logs into lumber using a chainsaw



Plate 18. A local lumber market in Ghana

## Tertiary wood processing

Tertiary wood processing refers to the processing of harvested wood into products such as furniture, cabinets, flooring, mouldings, joinery, doors, frames and educational materials.

### Centres

Some tertiary wood processors operate as furniture companies with structured management. These include Akuaba Ltd in Accra (tel: 030-2242003/2242004, [www.akuaba.com](http://www.akuaba.com)), Portal Wood Processing Ltd in Takoradi (tel: 031-2022948, <http://portalgh.com>), Kpogas Furniture Company Ltd (tel: 030-2307610/2307611, [www.kpogasgh.itgo.com](http://www.kpogasgh.itgo.com)), Agorwu Furniture (tel: 030-2507271/2507272/2762338, [www.agorwu.com.gh/](http://www.agorwu.com.gh/)) and Orca Deco (tel: 030-2220732). The majority of processors, however, operate informally as master carpenters with apprentices. They operate mostly in isolation and are scattered across the country.

### Associations

Associations include the Furniture and Wood Products Association of Ghana (FAWAG), Wood Workers Association of Ghana (WAG) and Small Scale Carpenters Association. See Chapter 4 for details of FAWAG and WAG.

### Buyers

The major buyers are companies, institutions and building constructors. Individuals also buy products for use in the home. Some formal processing companies export their products.

### Regulation

The tertiary wood sector is not subject to the same rigorous regulation as the primary sector (logging). There are currently no formal processes in place to control product quality. Quality is an important consideration, mainly for furniture companies wishing to protect their brand and to access the export market. Similarly, there are no formal processes in place to regulate the sources of the wood used by tertiary wood processors.

### Opportunities

Ghana's high capacity primary and secondary wood processing industries provide an opportunity for developing a vibrant tertiary wood processing sector. The 1994 Forest and Wildlife Policy (among other provisions) sought to develop the sector through value added wood processing. Unfortunately, no coherent policy provisions were instituted to help achieve this and, as a consequence, primary and secondary products (round teak poles, lumber and plywood) still dominate Ghana's wood exports. In 2009, there was no export of furniture or furniture parts.<sup>25</sup>



Photo: Courtesy of MoringaCommunity.org

Plate 19. A Ghanaian carpenter at work

25. Source: Adu Gustav (2010), 'Making the revised forest and wildlife policy responsive to current challenges of the timber industry', presentation at Tropenbos Ghana's symposium on the theme 'Making the Revised Forest and Wildlife Policy Responsive To Livelihood Challenges', September 9, 2010 at WITC-Akyawkrom



## Challenges

Actors in the tertiary sector are scattered, isolated and largely informal. Because of weak links to the secondary sector, tertiary processors rely mostly on illegally sourced and low quality lumber. Secondary processors prefer to export their high quality kiln-dried wood. Tertiary wood processors, particularly furniture companies, are further constrained by high operating costs arising from under-utilisation of equipment, high interest on loans, and market competition from imported furniture and building products.

## Chewsticks

Chewsticks are fragments of wood used for cleaning the teeth. The tip of the fragment is chewed into a brush. In Ghana, chewsticks are produced from two wood species, 'Sokodua' (*Garcinia afzeli*) and 'Tweapea' (*Garcinia kola*).

### Production centres

Key chewstick production locations in Ghana are the Accra timber market and the Kumasi Race Course. At the Accra timber market, about 400 people are engaged in processing 'Sokodua' and 'Tweapea' pieces into chewsticks. Men travel to collect the raw wood, while women split the wood pieces into chewsticks and sell them to domestic retailers and exporters. The processor group at Kumasi Race Course is smaller, numbering about 30 people.

### Associations

The chewstick producer groups in Accra and Kumasi are both organised into associations. See Chapter 4 for details of the associations.

### Buyers

Women purchase chewsticks in retail quantities from the production centres and sell them in smaller quantities to people living in urban areas. Overland exporters buy from the production centres and sell to neighbouring countries like Togo, Nigeria and Benin.

### Support institutions

The Forestry Research Institute of Ghana (FORIG, tel: 032-2060123/2060373) produces 'Tweapea' seedlings at its Mesewam nursery in the Ashanti Region, and has provided seedlings for 'Tweapea' plantations at Amangoase (close to Boama-Dumase). FORIG also provides advice on best practices for germinating seeds, raising seedlings and growing plantations of 'Tweapea' and 'Sokodua'.

### Opportunities

Although usage has decreased with the introduction of plastic toothbrushes and toothpaste, some Ghanaians still use chewsticks. There also exists an overland export market.

### Challenges

Stocks of 'Sokodua' and 'Tweapea' trees have declined in Ghana. Producers must currently travel as far as Côte d'Ivoire and Liberia to obtain the raw wood. In addition to increasing cost of production, transporting the wood to Ghana can be difficult.

## Cola

Cola (Kola Nut) is the nut of the kola tree (*Cola nitida*), which is native to the tropical rainforests of Africa. It is chewed in many West African countries, individually or in social settings, to restore vitality and ease hunger pangs. The nuts are also used as religious objects and sacred offerings in many traditional practices such as prayers, naming ceremonies, weddings and funerals (Wikipedia).

### Production centres

The key cola centres in Ghana include Kwahu-Fodoo, Besease, Kwahu Praso, Nkawkaw, Awuragya, Oyoko, Subin Manfiri, Kokrompe, and Koforidua, all in the Eastern Region. There are also natural stands and farms of cola in the Western, Central and other regions. The price per bag ranges from GH¢60 (US\$39.80) to GH¢150 (US\$99.50), depending on availability.

### Dealers

Kwahu-Fodoo and surrounding areas have about 400 cola dealers who buy cola from all over Ghana for export, mainly to Nigeria but also to other West African countries including Burkina Faso, Guinea, Niger and Togo. During the peak business period, dealers load about ten trucks daily (about 500 bags of cola per truck). The dealers can be contacted through Malam Abdul Salam (tel: 024-4799264), Alhaji Osman (tel: 024-4636903), and Abdulai (tel: 024-370175).

### Markets

The local centres include Asawase market in the Ashanti Region, Bolgatanga and Bawku markets in the Upper East Region, and Yendi market in the Northern Region.

### Opportunities

There is high demand for cola in Nigeria and the other predominantly Muslim countries. Some of the products exported to Nigeria are exported again to Saudi Arabia. The potential revenue from a unit area of cola plantation compares favourably to cocoa. Additionally, the ability of the cola tree to survive and grow in adverse soil conditions makes it ideal for places where cocoa cannot grow.

### Challenges

Price fluctuations, pests and heat damage to cola nuts are the main challenges.



Plate 20. Bags of cola



Plate 21. A discussion with cola dealers at Kwahu Fodoo

## Essential oils and Allanblackia oil

An essential oil is a concentrated hydrophobic liquid containing volatile aroma compounds from plants. The oil is 'essential' in the sense that it carries a distinctive scent, or essence, of the plant (Wikipedia). Allanblackia oil is a natural vegetable fat that can be used in the manufacture of food, as well as non-food products (<http://www.allanblackiaghana.com/>).

### Production centres

Essential oils in commercial production include patchouli and cananga. Portal Ltd (tel: 031-2022948, <http://portalgh.com>) produces patchouli and cananga oil from plantations at Bedum in the Central Region.

Allanblackia plantations are being established in parts of the Western and Ashanti Regions. Novella Development Ghana Limited, NDGL (tel: 030-2305205, 020-3703430) is a major producer of allanblackia seedlings in the country. NDGL runs allanblackia nurseries at Anwona (near New Edubiase) in the Ashanti Region, and Wassa Akropong, Twifo Praso, Appeasuman (near Bogoso), and Enchi in the Western Region. The Anwona nursery produces between 4,000 and 6,000 seedlings yearly and supplies them freely to interested farmers. Form Ghana (tel: 032-2081531) also produces allanblackia seedlings.

### Buyers

Portal Ltd sells patchouli and cananga to foreign buyers. Unilever Ghana Ltd is anticipated to be the main buyer of Allanblackia oil.

### Support institutions

Novella Development Ghana Limited, NDGL (tel: 030-2305205, 020-3703430) is a major promoter of the Allanblackia industry in Ghana. FORIG is a major project partner.

### Opportunities

Essential oil production is an economically viable venture, considering its high demand on the international market. In the case of Allanblackia oil, Unilever Ghana alone requires over 2,000 metric tonnes of the seed, which far exceeds the current production capacity.<sup>26</sup> Taking into account the demand from other foreign companies as well, the incomes of farmers cultivating Allanblackia will most increase.

### Challenges

There is a paucity of information on the economic prospects of cultivating plants for essential oils, and how and where to obtain seeds/seedlings for cultivation. Difficulty in germinating and raising Allanblackia seedlings presents a challenge to wide scale cultivation.

26. Source: <http://www.new-ag.info/focus/focusItem.php?a=829>



Plate 22. The Cananga essential oil plant



Plate 23. The Patchouli essential oil plant



Plate 24. A young Allanblackia fruit

## Medicinal products with export value

Voacanga (*Voacanga Africana*) and Griffonia (*Griffonia simplicifolia*) are the two key Ghanaian medicinal products with export value. Voacanga contains alkaloids (Vincamine and Vinburnine) that are used as memory enhancers and are being tested for the treatment of Alzheimer's disease and Parkinson's disease in the United States. In Japan, the alkaloids are used in the cerebrovascular and geriatric markets. Voacanga contains other alkaloids that are used to treat drug addicts.

Griffonia seeds are used as a herbal supplement to help produce 5-Hydroxytryptophan (5-HTP) and 5-Hydroxy Indole-3-Acetic Acid (5-HIAA). These chemicals help the body produce serotonin, act as an antidepressant, relieve insomnia, reduce appetite and alleviate headaches.

### Production centres

Voacanga is found in the Central, Eastern, Western, Ashanti, Brong Ahafo and Volta Regions. In the Central Region, it is available in the Agona, Asikuma-Odoben-Brakwa, Ejumako-Enyan-Essiam, Abura-Asebu-Kwamankese, Assin and Twifo-Hemang Lower Denkyira Districts. In the Eastern Region, it is found in the West Akim, Birim-South, Fanteakwa, Kwahu South, Akuapim North and Kibi Districts. In the Ashanti Region, it is found in the Amansie-East, Effiduase, Sekyere-West, Efigya-Sekyere, Bosomtwe-Atwima Kwanwoma and Ejisu-Juaben Districts. The centres in the Brong Ahafo Region are Sunyani, Berekum, Jaaman, Dormaa and Tano. Those in the Western Region are Asankragwa and Daboase Axim area and those in the Volta Region are Ho, Hohoe, Kpando, Kpoeta, Jasikan and Dodi Mepeasem.

Griffonia grows in the Ashanti, Greater Accra, Central, Western, Brong Ahafo, Volta and Eastern Regions. The specific areas in the Central Region are Gomoa area, Mankesim, Saltpond, Adjumako, Cape Coast and Assin Fosu. Those in the Western Region are Asankragwa and Sefwi area. Those in the Eastern Region are Akwamu, Oda, Asamankese, Akuapim area, Asesewa and Kibi. In the Volta Region, Griffonia is found in Agbezume, Akatsi and Penyi.

At these centres, a large number of collectors are involved in gathering the fruits, mostly from the wild, but in recent times also from plantations (Voacanga). The dried seeds are sold to agents.

### Buyers

Agents are the most important buyer group. They buy from the several production centres across the country and convey the product to urban-based exporters. They sometimes use sub-agents from within the communities.

### Associations

The Botanical Products Association of Ghana (BOTPAG) is a main association. See Chapter 4 for details of the association.

### **Regulation**

The industry is not currently regulated to any great degree. Collectors and agents are not licensed and there are no regulations detailing how the product should be collected, dried and stored. The result of this is widespread unsustainable harvesting practices, harvesting of immature fruits and poor storage, all leading to reduced product quality.

### **Support institutions**

ASNAPP Ghana (tel: 030-2505617, [www.asnapp.org](http://www.asnapp.org)) has extensive information on Voacanga and Griffonia, specific areas in the country where they are found, agents, exporters, opportunities and challenges. In collaboration with the Ghana Standards Board and other institutions, ASNAPP has developed international trade standards for Voacanga and Griffonia.

### **Opportunities**

Voacanga and Griffonia are in high export demand (Voacanga exports are in excess of US\$5 million). The potential revenues from an acre of Voacanga compares favourably with an acre of cocoa. Unlike many SMFEs, the Voacanga and Griffonia industries offer a ready market for local entrepreneurs.

### **Challenges**

Collection of wild fruits is often unsustainable, immature fruits are harvested and agents are sometimes unreliable.

Information source: ASNAPP Ghana (tel: 030-2505617, [www.asnapp.org](http://www.asnapp.org))

## **Herbal medicine (drugs)**

Herbal medicine is produced from plants and plant extracts and is based on traditional or folk medicine practices (Wikipedia). In the Ghanaian context, it refers to the local production and sale of herbal preparations.

### **Production**

Herbal medicine products are produced and marketed almost everywhere in the country. There are registered herbal medicine outfits that employ reasonably modern techniques to produce well-packaged herbal preparations with some quality assurance. The majority of the practitioners, however, operate as individual practitioners producing bagged or bottled preparations of tree barks, roots and other plant parts without quality assurance.

### **Associations**

The Ashanti regional branch of the Ghana National Association of Traditional Healers (GNATH) has a membership of about 150 practitioners. There is also a Ghana Federation of Herbal Medicine Practitioners Association (GAFTRAM).

### **Buyers**

An estimated 71 per cent of Ghanaians use herbal medicine at least once a year,<sup>27</sup> most likely due to their comparative affordability and availability. While well-packaged products are mostly sold in pharmaceutical shops and drug stores, bagged or bottled plant parts and preparations are mostly sold in buses, lorry stations and other open places.

### **Regulation**

Although there have been some attempts at regulation by the practitioner associations and the Food and Drugs Board, it is largely still an 'open access' industry where anybody is free to offer products to the public without regard for safety or quality assurance.

### **Support institutions**

The Kwame Nkrumah University of Science and Technology has a Department of Herbal Medicine (under the Faculty of Pharmacy) that trains professional herbal medicine practitioners. The department seeks to bring science and technology to bear on the practice of herbal medicine in the country to improve the quality of the practice and increase its acceptability. The Faculty of Pharmacy has the capacity to conduct laboratory analysis of herbal medicine preparations, indicating their formulation and appropriateness for public consumption.

The Mampong Centre for Scientific Research into Plant Medicine (tel: 034-2722041) undertakes laboratory analysis of herbal medicine preparations to help herbal medicine practitioners acquire the right to sell their products to the public.

The Aburi Botanical Garden (tel: 030-2764337, 028-9527235, 028-9527236) grows and supplies medicinal plants to herbal medicine practitioners.

### **Opportunities**

Herbal medicine preparations are in high demand in Ghana. Some Ghanaians believe that herbal drugs are more potent than their pharmaceutical alternatives in treating certain ailments.

### **Challenges**

The industry is effectively unregulated. The aggressive and unregulated manner of herbal medicine product advertisement, including claims of product potency and efficacy without credible proof, has raised public concern.

The loss of forest areas and depletion of medicinal plants represents another challenge. For the herbal medicine industry to survive and grow, the sources must be sustained.

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27. Source: <http://www.newtimes.com.gh/story/2289>

## **Ginger (*Zingiber officinale*)**

Ginger is the rhizome of the plant *Zingiber officinale*, consumed whole as a delicacy, medicine, or spice (Wikipedia).

### **Production centres**

Ginger is cultivated in appreciable quantities at Ahafo Nkaseim, Kintampo (Krabonso), Bechem and Tepa in the Brong Ahafo Region, and at Abofour-Kyebe and Gyankobaa in the Ashanti Region. It is a seasonal product, available between November and June.

### **Buyers**

The farmers sell to market sellers, who in turn sell to porridge sellers, traditional herbalists and pharmaceutical companies. Ginger is also sold to producers of ginger drinks and toffees, such as 'Ahomeka' Ginger Toffee.

### **Local markets**

Ginger can be found in all the major markets across the country. Ginger is found in large quantities at the Techiman market, Kumasi Central market and Kintampo market. A seller at the Techiman market (tel: 027-6915315) reported that she is able to sell about 200 bags of ginger a week.

### **Opportunities**

Ginger can be put to so many uses, including in foods, beverages, preservatives, medicines and perfumery.<sup>28</sup> Ginger is also a potential export crop.

### **Challenges**

The demand for ginger is low, partly as a result of low volumes.

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28. Source: <http://www.commodityonline.com/news/Ginger-cultivation-Capital-intensive-but-profitable-21330-3-1.html>



## SMFE associations / proprietor groupings in Ghana

This section presents some associations and groupings of SMFE proprietors in Ghana.



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**Table 1. Overview of SMFE associations**

| Association  | Enterprise   |             |              |                            |                   |       |          |                         |
|--|--------------|-------------|--------------|----------------------------|-------------------|-------|----------|-------------------------|
|  | Black pepper | Shea butter | Wood carving | Community based ecotourism | Bamboo and rattan | Honey | Charcoal | Bush meat /grass cutter |
| Aburi Wood Carvers Association                                   |              |             | √            |                            |                   |       |          |                         |
| Atebubu-Amantim Beekeepers Association                           |              |             |              |                            |                   | √     |          |                         |
| Atwemonomu (fresh antelopes) Bush Meat Sellers Association       |              |             |              |                            |                   |       |          | √                       |
| Botanical Products Association of Ghana (BOTPAG)                 |              |             |              |                            |                   |       |          |                         |
| Brong Ahafo Regional Grasscutter Farmers Association (BARGFA).   |              |             |              |                            |                   |       |          | √                       |
| Chewstick Producers and Marketers Association                    |              |             |              |                            |                   |       |          |                         |
| Domestic Lumber Traders Association                              |              |             |              |                            |                   |       |          |                         |
| Furniture and Wood Products Association of Ghana                 |              |             |              |                            |                   |       |          |                         |
| Ghana Co-operative Distillers Association                        |              |             |              |                            |                   |       |          |                         |
| Mortar Carving Groups  |              |             |              |                            |                   |       |          |                         |
| National Association of Bamboo and Rattan Processors             |              |             |              |                            | √                 |       |          |                         |
| National Association of Black Pepper Farmers                     | √            |             |              |                            |                   |       |          |                         |
| National Association of Mushroom Farmers                         |              |             |              |                            |                   |       |          |                         |
| National Association of Shea Nut Farmers, Pickers and Processors | √            |             |              |                            |                   |       |          |                         |
| Techiman Bush Meat Sellers Association                           |              |             |              |                            |                   |       |          | √                       |
| The Links Handicraft Association, Accra                          |              |             |              |                            | √                 |       |          |                         |
| Wood Workers Association of Ghana                                |              |             |              |                            |                   |       |          |                         |

|  | Mortar and pestle | Local gin | Mushrooms | Chewsticks | Cola | Wood processing | Essential oils and Allanblackia | Export medicinal products | Herbal medicine | Ginger |
|--|-------------------|-----------|-----------|------------|------|-----------------|---------------------------------|---------------------------|-----------------|--------|
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**Table 2. SMFE associations/proprietor groupings in Ghana**

| ASSOCIATION   | DESCRIPTION   | PRIORITY NEEDS  | CONTACT DETAILS  |
|---|---|---|--|
| Aburi Wood Carvers Association                                | The association has about 400 members made up of carvers, finishers and traders. Through the Ministry of Trade and Industry, the artisans have secured funding from EDIF to construct stores, workshops and other facilities. The association has also received support from WWF in the form of training and a drying facility.   | Sustainable supply of the wood they use for their work ('sese') is a key priority. They would like the Forest Services Division to assist them with technical advice and portions of degraded forests to plant the species.                               | Physical location<br>Aburi Craft Village, Aburi<br>Contact Madam Evelyn (Secretary):<br>020-4908184<br>Email aicwoodcraft@yahoo.com        |
| Atebubu-Amantim Beekeepers Association                        | The association has about 50 members (26 registered members). The members have received training and logistical support from World Vision and the Atebubu Business Advisory Centre. They sell as a group; members bring their honey to a common location to be sold by the association. This arrangement provides higher bargaining power for the producers and quality assurance for buyers. | Their priority is proper packaging such that their product is more attractive and fetches a better price. Honey theft in the area (by the wild honey collectors) is a problem. The members would like to conduct a tree planting project to attract bees. | Physical location<br>New Konkrompe (close to Atebubu)<br>Contact<br>Godfred (Chairman):<br>020-8720565<br>Osei (Organiser):<br>020-7354065 |
| Atwemonomu (fresh antelopes) Bush Meat Sellers Association    | The association is made up of about 50 bush meat retailers at Atwemonomu in Kumasi.   | The association is troubled by frequent quarrels among members and needs better conflict resolution mechanisms.   | Physical location<br>Atwemonomu Kumasi<br>Contact Queen mother:<br>024-9618172   |
| Botanical Products Association of Ghana (BOTPAG)              | An association of about 50 botanical raw material exporters (responsible for the export of about US\$1.5 million worth of botanical products). The association receives support from ASNAPP in the form of leadership training and governance advice. <sup>29</sup>   | Sustainable supply of high quality plant products.  | Contact<br>Yaw Ampofo Appiah<br>Bossman:<br>030-2716653/<br>024-4782355  |
| Brong Ahafo Regional Grasscutter Farmers Association (BARGFA) | This is the strongest association of grasscutter farmers in the country. It has members in Techiman, Sunyani, Berekum, Dormaa- Ahinkro, Goaso, Kwamedanso, Atebubu and Nkoranza. The association has accessed training assistance from GTZ and BUSAC funds for a learning tour to Benin.  | Financing (loans) with low interest rates and favourable payback times so that they can expand their grasscutter businesses.<br><br>Regular training sessions for the members is also a priority.   | Contact<br>Mr. Kwasi Afena:<br>020-8233639<br>Physical location<br>Techiman  |

29. Source: [http://asnapp.org/index.php/country-programs-mainmenu-46/rwanda-mainmenu-59/index.php?option=com\\_content&view=article&id=89:botanical-products-association-of-ghana-botpag&catid=52:ghana-partners&Itemid=100](http://asnapp.org/index.php/country-programs-mainmenu-46/rwanda-mainmenu-59/index.php?option=com_content&view=article&id=89:botanical-products-association-of-ghana-botpag&catid=52:ghana-partners&Itemid=100)

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| Chewstick Producers and Marketers Association            | An association of people engaged in the processing and marketing of chewsticks. One group is located in Accra, with another in Kumasi. The Accra group (cooperative) has a registered membership of about 400 people (about 300 women and 100 men). The Kumasi group has about 30 chewstick producers and several retailers. | Their number one priority is how to obtain the 'Sokodua' and 'Tweapea' wood for making chewsticks. They would like the Forestry Commission and other organisations to teach them how to grow the species, and allocate portions of degraded forests to plant them. | Accra Group<br>Mr. Asare: 020-9025278<br>Kumasi Group<br>Chairman: 024-4768563<br>Nana Mary (Member):<br>023-4818485   |
| Domestic Lumber Traders Association (DOLTA)              | An association of domestic lumber traders with regional branches in the Greater Accra, Volta, Eastern and Central Regions. It has a membership of about 2,000 lumber traders. The association has recently secured BUSAC funding to pursue advocacy actions.   | Access to legal lumber to sell domestically.   | Physical location<br>Ashaiman Timber Market, Accra,<br>P.O. Box 272<br>Ashaiman-Tema<br>Contact<br>Victor Nyadi (President):<br>024-3583835<br>Anthony P.A. Asare<br>(Coordinator):<br>024-4613919<br>domesticlumber@yahoo.com<br>tonypasare@yahoo.co.uk |
| Furniture and Wood Products Association of Ghana (FAWAG) | Association of about 500 furniture firms and carpenters distributed in all the regions of Ghana.   | To transform the industry from analogue to high technology digital production, i.e. Computer Numerically Controlled (CNC) tooling/equipment  | Headquarters<br>P.O. Box TF 32, Trade Fair Centre, Accra.<br>Tel: 030-2778513 / 020-1897490<br>President: Col. (rtd)<br>Ofosu-Apea:<br>020-8130751<br>Kumasi Office P.O. Box 5381, Kumasi<br>Tel: 020-8448393 / 020-4236875                              |
| Ghana Co-operative Distillers Association (GCDA)         | An association of local gin distillers and sellers with secretaries all over Ghana who have the authority to issue waybills for the transport of local gin from the production centres to retailing points.  | The association is troubled by the emergence of splinter groups that make regulation and supervision difficult.  | Contact person:<br>Mr. J.B Donkoh:<br>020-8134009  |
| Mortar Carving Groups                                    | Assin Nyankomase (close to Assin Fosu) in the Central Region has a 20-member mortar group. Enyiresi and Kwahu-Nsabaah in the Eastern Region each have a 20-member mortar group. Techiman has a small hand carving mortar group.  | Legal access to wood so that they do not have problems with the FSD.   | Assin Nyankomase Group<br>Gabriel Amanor:<br>027-5203390<br>Enyiresi Group<br>Stephen: 027-2237345<br>Techiman Mortar Group<br>Tel: 024-3484592  |

|  |   |   |  |
|--|---|---|--|
| National Association of Bamboo and Rattan Processors             | An association of bamboo and rattan artisans. There are regional branches in Ashanti, Western, Brong Ahafo, Volta, Greater Accra and Central Regions. The Ashanti Regional branch is made up of about 32 master artisans and their apprentices.   | Technical knowledge and land to grow the rattan they use in their work.   | Contact<br>Mr. Samuel Opoku:<br>027-5817890  |
| National Association of Black Pepper Farmers                     | The association has regional branches in Western, Brong Ahafo, Eastern, Central and Ashanti Regions. The Ashanti regional branch has about 83 members.  | Reliable buyers that would offer a ready market and good prices.  | Nana Abankwa Ababio of Boama-Dumase (President):<br>Tel: 024-4451082<br>Treasurer: 024-3255854   |
| National Association of Mushroom Farmers                         | The association has about 98 members (about 40 active members) distributed in all the regions.  | Data on production volumes of individual members to give an indication of the production capacity at the national level.  | Contact<br>Rev. Sarpong (Secretary):<br>024-4048920  |
| National Association of Shea Nut Farmers, Pickers and Processors | The association is made up of about 2,000 shea nut pickers and processors. It was formed to facilitate access to government support. The members have had interactions with the COCOBOD and participated in several workshops. With the support of BUSAC, they travelled to Burkina Faso to learn how the gestation period of the shea tree can be reduced. | The number one priority is for the shea industry to have its own board, separate from the COOBOD, so that the industry receives the attention they feel it deserves.  | Office location<br>Abavana Junction<br>(Opposite Pig Farm),<br>Kotobabi, Accra<br>Contact Alhaji Alhassan Bukari (President):<br>027-5757393 |
| Techiman Bush Meat Sellers Association                           | The association is made up of about 50 bush meat sellers in the Techiman market.  | More middlemen to convey the meat (mostly from Northern Ghana) to them.   | Physical location<br>Techiman market<br>Contact Queen mother:<br>054-1169155<br>Treasurer: 024-5265561                                       |
| The Links Handicraft Association, Accra                          | An association of bamboo and rattan processors in Accra. The approximately 100 members process bamboo and rattan into furniture, baskets and crafts.  | The number one priority is a permanent location to do their work, as they have had to move location on a number of occasions. They also need training and equipment to improve the quality of their products. | Physical location Switch Back Road, 37 Military hospital, Accra<br>Contact Mr. Samuel Osei-Mensah:<br>024-4417702                            |
| Wood Workers Association of Ghana (WAG)                          | An association of wood workers (mostly carpenters and furniture firms) with members in all the regions. The Ashanti Regional branch has 350 members.  | Access to legal and good quality wood, and advice on how to deal with competition from similar products imported from China.  | Office location<br>Timber Secretariat,<br>Adum-Kumasi (near the Adum SSNIT building)<br>Tel: 032-2090821 Email:<br>woodwgh@yahoo.com         |

## Support institutions and service providers

This section presents information on SMFE support institutions and service providers, the services they provide and their contact information.



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**Table 3. Overview of support institutions and service providers**

| Institution   | SMFEs supported |             |              |                            |                   |       |          |              |
|---|-----------------|-------------|--------------|----------------------------|-------------------|-------|----------|--------------|
|   | Black pepper    | Shea butter | Wood carving | Community-based ecotourism | Bamboo and rattan | Honey | Charcoal | Grass cutter |
| Action Aid International Ghana  |                 |             |              |                            |                   |       |          | √            |
| Agribusiness in Sustainable Natural African Plant Products (ASNAPP) Ghana |                 |             |              |                            |                   |       |          |              |
| Animal Research Institutes of Ghana                                       |                 |             |              |                            |                   | √     |          | √            |
| Bemcom Mushroom Enterprise Project (Bemcom Youth Institute)               |                 |             |              |                            |                   |       |          |              |
| Brong-Ahafo Regional Grasscutter Farmers' Association (BARGFA)            |                 |             |              |                            |                   |       |          | √            |
| Business Sector Advocacy Challenge (BUSAC) Fund                           | √               | √           | √            | √                          | √                 | √     | √        | √            |
| Centre for Biodiversity Utilization and Development (CBUD)                |                 |             |              |                            |                   |       |          | √            |
| Centre for Development of People (CEDEP)                                  |                 |             |              |                            |                   |       |          | √            |
| Empretec Ghana Foundation   | √               | √           | √            | √                          | √                 | √     | √        | √            |
| Food Research Institute   |                 |             |              |                            |                   | √     |          |              |
| Forestry Commission   |                 |             |              | √                          | √                 |       |          | √            |
| Forestry Research Institute of Ghana                                      |                 |             |              |                            |                   | √     |          |              |
| German Technical Cooperation (GIZ)  |                 |             |              |                            |                   |       |          | √            |
| Ghana Export Promotion Council (GEPC)                                     | √               | √           | √            | √                          | √                 | √     | √        | √            |
| Ghana Regional Appropriate Technology Industrial Service                  | √               | √           | √            | √                          | √                 | √     | √        | √            |
| Kumasi Institute of Tropical Agriculture (KITA)                           |                 |             |              |                            |                   | √     |          | √            |



|  | Mortar and pestle | Local gin | Mushrooms | Chewsticks | Cola | Wood processing | Essential oils and Allanblackia | Export medicinal products | Herbal medicine | Ginger |
|--|-------------------|-----------|-----------|------------|------|-----------------|---------------------------------|---------------------------|-----------------|--------|
|  |                   |           |           |            |      |                 |                                 |                           |                 |        |
|  |                   |           |           |            |      |                 |                                 | √                         |                 |        |
|  |                   |           | √         |            |      |                 |                                 |                           |                 |        |
|  |                   |           | √         |            |      |                 |                                 | √                         |                 |        |
|  |                   |           |           |            |      |                 |                                 |                           |                 |        |
|  | √                 | √         | √         | √          | √    | √               | √                               | √                         | √               | √      |
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|  |                   |           |           |            |      |                 |                                 |                           |                 |        |
|  | √                 | √         | √         | √          | √    | √               | √                               | √                         | √               | √      |
|  |                   |           | √         |            |      |                 |                                 |                           |                 |        |
|  |                   |           |           |            |      | √               |                                 |                           |                 |        |
|  |                   |           | √         | √          |      |                 |                                 | √                         |                 |        |
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|  | √                 | √         | √         | √          | √    | √               | √                               | √                         | √               | √      |
|  | √                 | √         | √         | √          | √    | √               | √                               | √                         | √               | √      |
|  |                   |           | √         |            |      |                 |                                 |                           |                 |        |

| Institution   | SMFEs supported |             |              |                            |                   |       |          |              |
|---|-----------------|-------------|--------------|----------------------------|-------------------|-------|----------|--------------|
|   | Black pepper    | Shea butter | Wood carving | Community-based ecotourism | Bamboo and rattan | Honey | Charcoal | Grass cutter |
| Ministry of Food and Agriculture (MOFA)   |                 |             |              |                            |                   | √     |          | √            |
| National Association of Handicraft Exporters  |                 |             | √            |                            |                   |       |          |              |
| National Board for Small Scale Industries (NBSSI)   | √               | √           | √            | √                          | √                 | √     | √        | √            |
| Nature Conservation Research Centre (NCRC)  |                 |             |              | √                          |                   |       |          |              |
| Plant Genetic Resources Research Institute (PGRI)   |                 |             |              |                            |                   |       |          |              |
| Praisel Consulting Limited  |                 |             |              |                            |                   | √     |          | √            |
| Rural Development Youth Association (RUDEYA)  |                 |             |              |                            |                   | √     |          | √            |
| Rural Enterprise Project (REP)  | √               | √           | √            | √                          | √                 | √     | √        | √            |
| Technology Consultancy Centre (TCC) of the Kwame Nkrumah University of Science and Technology |                 |             |              |                            |                   | √     |          |              |
| Tropenbos International Ghana (TBI Ghana)   | √               | √           | √            | √                          | √                 | √     | √        | √            |
| TV3 Network Limited (TV3 Ghana)   | √               | √           | √            | √                          | √                 | √     | √        | √            |
| Wenchi Farm Institute (WFI)   |                 |             |              |                            |                   | √     |          | √            |
| World Vision International, Atebubu   |                 |             |              |                            |                   |       |          | √            |
| WWF Ghana   |                 |             | √            |                            |                   |       |          |              |

|  | Mortar and pestle | Local gin | Mushrooms | Chewsticks | Cola | Wood processing | Essential oils and Allanblackia | Export medicinal products | Herbal medicine | Ginger |
|--|-------------------|-----------|-----------|------------|------|-----------------|---------------------------------|---------------------------|-----------------|--------|
|  |                   |           | √         |            |      |                 |                                 |                           |                 |        |
|  |                   |           |           |            |      |                 |                                 |                           |                 |        |
|  | √                 | √         | √         | √          | √    | √               | √                               | √                         | √               | √      |
|  |                   |           |           |            |      |                 |                                 |                           |                 |        |
|  |                   |           |           |            |      |                 |                                 |                           | √               |        |
|  |                   |           |           |            |      |                 |                                 |                           |                 |        |
|  |                   |           | √         |            |      |                 |                                 |                           |                 |        |
|  | √                 | √         | √         | √          | √    | √               | √                               | √                         | √               | √      |
|  |                   |           |           |            |      |                 |                                 |                           |                 |        |
|  | √                 | √         | √         | √          | √    | √               | √                               | √                         | √               | √      |
|  | √                 | √         | √         | √          | √    | √               | √                               | √                         | √               | √      |
|  |                   |           | √         |            |      |                 |                                 |                           |                 |        |
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**Table 4. SMFE support institutions and service providers**

| <b>SUPPORT SERVICES</b>   |   |   |
|---|---|---|
| <b>Institution</b>  | <b>Support services offered</b>   | <b>Contact information</b>  |
| Action Aid International Ghana  | Training and logistical support for grasscutter rearing. Also provides micro financing. Offers this service in the Brong Ahafo Region.  | Headquarters: No. 13 La Tebu Crescent, East Cantoment, Accra<br>Tel: 030-2764931/2<br>Email: Washington.Nuworkpor@actionaid.org<br>Sunyani Office:<br>Tel: 035-2026705<br>Email: Christina.Amarchey@actionaid.org |
| Agribusiness in Sustainable Natural African Plant Products (ASNAPP) Ghana | Extensive information on spices, medicinal plant products (particularly Voacanga and Griffonia) and other plant products. Information includes uses, agronomy, production centres, agents, exporters, opportunities and challenges. ASNAPP also undertakes production to market development assessment, crop budgeting, quality control and assurance, farmer mobilisation and rural enterprise development, applied research, technology transfer, capacity building, product development, grading, trade standards development and policy advocacy. | Accra<br>Tel/fax: 030-2505617<br>Emails: dan@asnapp.org.gh<br>asnappwest@yahoo.com<br>jadartey@hotmail.com<br>Website: www.asnapp.org   |
| Animal Research Institutes of Ghana                                       | Research into grasscutter domestication, beekeeping and mushroom cultivation.   | Achimota-Accra, P.O. Box AH 20<br>Tel: 030-2401846/2511588<br>E-mail: ari@africaonline.com.gh   |
| Association of Ghana Industries (AGI)                                     | Business information and market research, policy forums and workshops, technical and managerial training, business networking events, industrial exhibitions, and so on.  | 2nd Floor Addison House, Trade Fair Centre, La-Accra, P. O. Box AN 8624<br>Tel: 030-2779023/2779024<br>Email: agi@agighana.org<br>Website: www.agighana.org   |
| Bemcom Mushroom Enterprise Project (Bemcom Youth Institute)               | Training in mushroom production and supply of spawned mushroom bags to mushroom farmers.  | Twimia- Nkwanta, close to Techiman in the Brong Ahafo Region<br>Tel: 020-8140367/ 027-3352942<br>Email: bemcom2@yahoo.com<br>Website: www.mushroomsinghana.org/   |
| Brong-Ahafo Regional Grasscutter Farmers' Association (BARGFA)            | Training in grasscutter rearing, supply of young animals, general support services to grasscutter entrepreneurs.  | Sunyani<br>Contact Person:<br>Mr Kwasi Afena: 020-8233639   |
| Business Sector Advocacy Challenge (BUSAC) Fund                           | Funding for advocacy actions by private sector associations through a competitive selection process.  | No. 225 4th Dzorwulu Crescent (GSMF Building), Airport Residential Area, Accra<br>Tel: 030-2780178<br>Email: contact@busac.org<br>URL: www.busac.org  |
| Centre for Biodiversity Utilization and Development (CBUD)                | Training and supply of logistics for snail farming and grasscutter rearing (note: the programme is currently on hold).  | Faculty of Renewable Natural Resources KNUST, Kumasi  |

|  |   |  |
|--|---|--|
| Centre for Development of People (CEDEP) | Training in snail rearing, rabbit rearing and grasscutter rearing (under a 'Boafo ye na project').  | Kumasi<br>Tel: 032-2024581/2091847/2091848<br>E-mail: info@cedepghana.org  |
| Department of Cooperatives               | Facilitates formation of cooperatives, provides training and arbitration services for registered members.   | Offices in the administrative regions and some municipalities/districts  |
| Empretec Ghana Foundation                | Entrepreneurial training, micro financing, consultancy services.  | Accra, Private mail Bag, Accra<br>Tel : 030-2226090/2231238<br>Email: empretec@ghana.com   |
| Food Research Institute                  | Applied research into food processing, preservation, storage, marketing, distribution, and utilisation. The institute manufactures centrifuge equipment for extracting honey from honeycomb, undertakes laboratory analysis of honey and assists honey entrepreneurs to obtain Food and Drugs Board certification. The institute also offers training in mushroom production and produces mushroom seeds (spawn). | P.O. Box M20<br>Accra, Ghana<br>Tel: 030-2519091-5<br>Fax: 030-2519096<br>Email: director@fri.csir.org.gh<br>Website: www.fri.csir.org.gh  |
| Forestry Commission                      | The Commission, made up of the Forest Services Division, the Wildlife Division, the Timber Industry Development Division and other support institutions, is responsible for the regulation of forest and wildlife resource utilisation, conservation and management of those resources and the coordination of policies related to them.  | Corporate Headquarters<br>P. O. Box MB 434 Accra-Ghana<br>Tel: +233 302 401210, 401227, 401216, 401231<br>Tel: +233 302 7010031 / 3 / 4<br>Fax: +233 302 401197<br>Email: info@hq.fcghana.com<br>Website: http://www.fcghana.com   |
| Forestry Research Institute of Ghana     | Research information on bamboo, rattan, chewsticks, mushrooms and medicinal plants. The institute also supplies seedlings of several plant species for plantation establishment.  | Fumesua-Kumasi, PO Box UP 63, KNUST<br>Tel: 032-2060123/2066037<br>E-mail: director@csir-forig.org.gh  |
| German Technical Cooperation (GIZ)       | Funding support for grasscutter rearing initiatives.  | German Development Cooperation House<br>No. 7 Volta Street, Accra<br>Tel: 030-2777375/2773108<br>Email: gtz-ghana@gtz.de   |
| Ghana Export Promotion Council (GEPC)    | The national focal point institution for export development and promotion. The council provides advisory services on export product development, provides trade information and undertakes export-related human resource development.   | Headquarters in Accra, P.O. Box M 146<br>Tel: 030-2683153<br>Zonal Offices:<br>Kumasi (Danyame: 032-2026610),<br>Ho (Municipal Agric. Dev. Unit Premise: 036-2025179), Bolgatanga (Ministry block: 038-2023039), Tamale (Regional Coordinating council: 037-2023137), Takoradi (031-2021220) |

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| Ghana Regional Appropriate Technology Industrial Service (GRATIS) | Promotion of rural industrialisation through the development and dissemination of appropriate technology to small and medium-scale enterprises. Through the Regional Technology Transfer Centres (RTTCs) in nine regions of Ghana, GRATIS transfers appropriate technologies to small-scale industrialists through training, manufacturing and the supply of machine tools, plants and equipment (Sources: www.gratisghana.com, Adu-Amankwah, 2006). | Tema, P.O. Box CO 151<br>Tel: 030-3204243/3207610<br>Email: gratis@ighmail.com<br>Regional Training Centres<br>Tema: Heavy Industrial Area, 030-3207608<br>Sunyani: Sunyani Polytechnic, 035-2027262<br>Tamale: Industrial Area, Lamashegu, 037-2022890<br>Koforidua: Near Jackson Park, 034-2023229/2025303<br>Ho: Near Reg. Police HQ., 036-2028274<br>Bolgatanga: Near Fire Service, 038-2023015<br>Wa: Tumu Road, Opp Cotton Ginery, 039-2022211<br>Cape Coast: Near Ameen Sangari, 033-2132762 |
| Kumasi Institute of Tropical Agriculture (KITA)                   | Training in mushroom farming, rabbit rearing, snail, grasscutter, beekeeping.  | Kumasi, P.O. Box 293, KNUST-Kumasi<br>Tel: 020-8137164/024-4108268<br>Email: director@kita-ghana.org<br>Website: <a href="http://www.kita-ghana.org/">http://www.kita-ghana.org/</a>  |
| Ministry of Food and Agriculture (MOFA)                           | Training in grasscutter rearing, snail farming, mushroom farming, bee-keeping, fish farming, and so on.  | MoFA offices in all the administrative districts of Ghana<br>Head Office in Accra, P.O. Box M 37<br>Tel: 030-2671534<br>Email: info@mofa.gov.gh   |
| National Association of Handicraft Exporters                      | Organises both internal and external exhibitions for handicraft products.  | PMB CT 461, Cantonments, Accra.<br>Contact person: Cynthia Agyekum<br>Tel: 024-4279328 / 030-2769188<br>Email: nahecraft@live.com   |
| National Board for Small Scale Industries (NBSSI)                 | Apex organisation set up by the government to promote and develop micro and small-scale enterprises in Ghana (Adu-Amankwah, 2006). NBSSI offers counselling and advisory services, business development services, training and business support, and promotes business associations (NBSSI, 2006).   | Offices in the Administrative Regions<br>Headquarters in Accra,<br>P.O. Box MB 85<br>Tel: 030-2668641/2668642   |
| Nature Conservation Research Centre (NCRC)                        | Supports community-based ecotourism through infrastructural development, community sensitisation and facilitating institution of community-based management structures.  | Keneshie-Accra, P.O. Box KN 925<br>Tel: 030-2231765<br>Email: nrcr@ghana.com<br><a href="http://www.ncrc.org.gh">www.ncrc.org.gh</a>  |
| Plant Genetic Resources Research Institute (PGRI)                 | Introduction of exotic tropical species for trials in Ghana and evaluation of their economic potentials. The institute has an arboretum containing several plants and provides plants and plant parts for cultivation and medicinal purposes.  | Bunso, Eastern Region, P.O. Box 7,<br>Tel: 034-2024124/2024138,<br>028-9527235/028-9527236<br>E-mail: info@pgrri.csir.org.gh  |

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| Praisel Consulting Limited  | Research information on grasscutter breeding, snail farming and honey production (beekeeping).   | Madina-Accra, P. O. Box MD 1172<br>Tel: 024-4675248/024-4571474<br>E-mail: praiselconxx@yahoo.co.uk  |
| Rural Development Youth Association (RUDEYA)  | Training in grasscutter farming, mushroom farming, beekeeping, snail farming, supply of breeding stock and housing.  | Bohyen-Kumasi, P.O. Box BP 14<br>Tel: 032-2037031<br>Email: rudeya2000@yahoo.com   |
| Rural Enterprise Project (REP)  | Provision of productive assets to rural households to help alleviate poverty. Services include training in employable skills, apprenticeship training, technology transfer, rural financial services and logistical support.   | Contact person:<br>Project Coordinator<br>Rural Enterprises Project Phase Two (REP-II)<br>email: rep@ruentp.org<br>Tel: 032-2024232/2028766<br>Fax: 032-2028767<br>REP can also be contacted through the district level Business Advisory Centres (BACs) |
| Technology Consultancy Centre (TCC) of the Kwame Nkrumah University of Science and Technology | Training in beekeeping (Improved Beekeeping Practices programme).  | KNUST, Kumasi<br>Tel: 032-2060296  |
| Tropenbos International Ghana (TBI Ghana)   | Institutional hub for the Forest Connect Ghana project, acting as an information source on SMFEs and facilitating linkages to support services and networks. Also provides training and logistical support for community groups to engage in grasscutter rearing and beekeeping. | Fumesua-Kumasi (located on the premises of the Forestry Research Institute of Ghana), P.O. Box UP 982, KNUST-Kumasi<br>Tel: 032-2060310<br>Email: ksnketiah@yahoo.com<br>p.oseitutu@yahoo.com  |
| TV3 Network Limited (TV3 Ghana)   | The station has a 'rural business' segment of the evening news, reporting on the operations, prospects and challenges of rural businesses in Ghana. It offers an opportunity for SMFEs to make the circumstances of their enterprises known.                                     | 12th Road Kanda-Accra, Opposite the French Embassy, Box M83, Accra-Ghana<br>Tel: 032-20763458/20763462<br>Fax: 032-20763450<br>Email: info@tv3.com.gh<br>Website: www.tv3.com.gh   |
| Wenchi Farm Institute (WFI)   | Provides vocational education in enterprises such as honey production, mushroom production, grasscutter rearing, seedling production, farm animal rearing, and so on.  | P.O. Box 71, Wenchi- Brong Ahafo Region<br>Tel: 020-9097202/024-3377826<br>Email: ayamgarobadongo@gmail.com<br>ayamgarobadongo@yahoo.ca  |
| World Vision International, Atebubu   | Training and logistical support for grasscutter rearing and honey production.  | Headquarters in Accra, operates at Atebubu in the Brong Ahafo Region   |
| WWF Ghana   | Needs assessment of the wood carving industry, training of wood carvers in managerial skills, business plan development, product packaging and marketing, and provision of a solar kiln dryer to the Aburi wood carvers.   | Centre for African Wetlands Building<br>University of Ghana, PMB L45, Legon, Accra<br>Tel: 030-2518 710<br>Fax: 030-2518 709   |

| MICRO FINANCING  |   |   |
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| Institution  | Financing services offered  | Contact information   |
| Adventist Development and Relief Agency (ADRA)                               | Small loans for farmer groups. Group must have an account with some savings in it (NBSSI, 2006).  | Techiman/Offinso North<br>Contact person: Evelyn Cofie/Samuel Mensah-Asumadu<br>Tel: 035-2522 337/020-8170 664  |
| BACCSOD Savings and Loans  | Short loans for SME activities. Collateral is needed.   | Catholic Diocese of Sunyani<br>Contact person: Peter Gyarko<br>Tel: 020-8200026<br>Email: pgyarko@yahoo.com   |
| Export Development and Investment Fund (EDIF)                                | EDIF has an Export Development and Promotion Facility (EDPF) and a Credit Facility. The EDPF supports the activities of groups and institutions engaged in the development and promotion of export products. Groups/institutions who want to benefit from the facility must apply using a prescribed form from EDIF Secretariat. The Credit Facility gives loans through designated financial institutions which include Ghana Commercial Bank, Agriculture Development Bank and Empretec Ghana Foundation. | EDIF, 13th Floor Ridge Tower, Accra<br>P.O. Box MB 493, Accra-Ghana<br>Tel: 030-2671 567/9<br>Email: info@edifghana.com<br>Website: www.edifghana.org                       |
| Jorbies Limited  | Provision of short-term loans and savings (Susu) services for SMEs.   | Kaneshie – Accra, P.O. Box KN-2912<br>Tel: 030-2310 804/ 024-4631 927/<br>020-1245 767<br>Email: jorbiesltd@gmail.com   |
| National Board for Small Scale Industries – Investment and Credit Department | Revolving fund loans. Applicant must have a registered business entity, have a business account and be credit worthy.   | Operational in the administrative districts<br>Headquarters in Accra, P.O. Box MB 85<br>Tel: 030-2668641/2668642<br>Email: emmandelamp@yahoo.com                            |
| Procredit Savings and Loans Company  | Loans for up to two years. Collateral must be at least 150% the value of the loan. Collateral could also be in the form of guarantors.  | Accra, P.O. Box NT 328, New Town<br>Contact person : Bismark Kwakye<br>Tel : 030-2246860<br>www.procredit.com.gh  |
| Programme to Strengthen Community Organisation and Management (POSCOM) – NGO | Short loans up to one year. There should be evidence of active membership of a group.   | Bolgatanga and Navrongo<br>Contact persons: Donald Amoah, Asobayire John Bosco, Juliana Amoako<br>Tel : 038-2023487/024-4293825/<br>024-4297234<br>Email: poscoma@yahoo.com |
| Rural Banks  | Loans for rural community groups. The loan terms differ slightly for different Rural Banks but generally, the group must have an account with the bank and also salaried guarantors (NBSSI, 2006).  | Found in the district capitals and big towns in the rural areas of Ghana.   |



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## Small and medium forest enterprises for poverty reduction and sustainability

Most international attention in forestry has been given to improving the conditions for large-scale or micro-scale forestry, and much less to the 'messy middle', which produces a high proportion of forest products and involves huge numbers of people. Ways need to be found by which small and medium forest enterprises (SMFEs) can better contribute to sustainability and reduce poverty. IIED, with partners in Africa, Asia, Latin America and the Caribbean, has been investigating these issues. Country diagnostics show that the SMFE sector is of major significance for livelihoods; the net effect of myriad small players represents a substantial part of local economies. Yet these are largely invisible economies, and policy and programme developments almost completely ignore the SMFE sector. Raising the sector's visibility such that its impacts can be better assessed, and then going on to explore how the positive links to sustainability, livelihoods and poverty reduction can be enhanced, is a major challenge to which this initiative seeks to rise. The following reports in the *Small and medium forest enterprise* series are available from IIED on request, and downloadable from [www.iied.org](http://www.iied.org):

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Small and medium forest enterprises (SMFEs) serve as the main or additional source of income for more than three million Ghanaians and can be broadly categorised into wood forest products, non-wood forest products and forest services. Many of these SMFEs are informal, untaxed and largely invisible within state forest planning and management. Pressure on the forest resource within Ghana is growing, due to both domestic and international demand for forest products and services. The need to improve the sustainability and livelihood contribution of SMFEs has become a policy priority, both in the search for a legal timber export trade within the Voluntary Partnership Agreement (VPA) linked to the European Union Forest Law Enforcement, Governance and Trade (EU FLEGT) Action Plan, and in the quest to develop a national strategy for Reducing Emissions from Deforestation and Forest Degradation (REDD).

This sourcebook aims to shed new light on the multiple SMFE sub-sectors that operate within Ghana and the challenges they face. Chapter one presents some characteristics of SMFEs in Ghana. Chapter two presents information on what goes into establishing a small business and the obligations for small businesses and Ghana Government's initiatives on small enterprises. Chapter three presents profiles of the key SMFE subsectors in Ghana including: akpeteshie (local gin), bamboo and rattan household goods, black pepper, bushmeat, chainsaw lumber, charcoal, chewsticks, cola, community-based ecotourism, essential oils, ginger, honey, medicinal products, mortar and pestles, mushrooms, shea butter, snails, tertiary wood processing and wood carving. Chapter four presents some associations and groupings of SMFE proprietors in Ghana. Finally, chapter five includes a table of SMFE support institutions and service providers in Ghana. By gathering this information into a single sourcebook, it is hoped that new impetus will be given to support SMFEs in ways that improve their sustainability, resilience and capacity to mitigate climate change while also optimising the huge contribution they make to livelihoods within Ghana.



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