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# WEST AFRICA TRADE AND INVESTMENT HUB

OPPORTUNITIES FOR TRADE HUB  
INTERVENTIONS TO PROMOTE MANGO  
EXPORTS IN THE REPUBLIC OF  
CÔTE D'IVOIRE – MAY 2016

MISSION REPORT 9

Contract No.: AID-624-C-13-00002-00

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# ACRONYMS AND ABBREVIATIONS

<b>ACTE</b>	Africa Competitiveness and Trade Expansion
<b>ANADER</b>	<i>Agence National de Appuis au Développement Rural</i>
<b>AREXMA</b>	<i>Association Regional des Producteurs et Exportateurs de Mangues de RCI</i>
<b>DPV</b>	<i>Département de Protection des Végétaux</i>
<b>ECOWAS</b>	Economic Community of West African States
<b>FAF</b>	Financial Access Facilitators
<b>FTF</b>	Feed the Future
<b>GRASP</b>	Global Gap Risk Assessment & Social Practices
<b>GVCC</b>	Global Value Chain Coordinator
<b>Ha</b>	Hectare
<b>HACCP</b>	Hazard Analysis and Critical Control Point
<b>IPM</b>	Integrated Pest Management
<b>LOC</b>	Letter of Collaboration
<b>MT</b>	Metric Tons
<b>MVCA</b>	Mango Value Chain Advisor
<b>MCVS</b>	Mango Value Chain Specialist
<b>OBAMSI</b>	<i>Organisation des Producteurs et exportateurs de bananes, d’ananas, de mangues et autres fruits de Côte d’Ivoire</i>
<b>OCAB</b>	<i>Organisation Centrale des Producteurs - exportateurs d’Ananas et de bananes</i>
<b>SDP</b>	Strategic Development Plan
<b>SPS</b>	Sanitary and phytosanitary
<b>RCI</b>	Republic of Côte D’Ivoire
<b>RONGEAD</b>	<i>Réseau d’ong Européennes sur le commerce, l’Agroalimentaire, l’environnement et le Développement (known as “Commerce International et Développement Durable”)</i>
<b>UEMOA</b>	Economic and Monetary Union of West Africa
<b>USDA</b>	United States Department of Agriculture
<b>VCDA</b>	Value Chain Development Adviser
<b>VC</b>	Value Chain

# I. EXECUTIVE SUMMARY

This report is based on a mission to Côte D'Ivoire and Ghana, from April 27-May 24, 2016 for the West Africa Trade and Investment Hub (Trade Hub). The mission was carried out by Dr. Patrick Nugawela, the Mango Value Chain Advisor (MVCA), with input from Coulibaly Moussa, the Mango Value Chain Specialist (MVCS) in the Trade Hub's Abidjan office. The team also worked closely with the Abidjan Trade Hub director, Lotfi Kourdali, and the communication specialist, Jessie Lafourcade.

The purpose of the mission was to help the MCVS and the Trade Hub's Abidjan office implement interventions in the mango value chain of the Republic of Côte d'Ivoire (RCI), specifically best practices trainings for mango farmers, harvesters, pack house technicians and traders. The MCVA held several meetings with key mango value chain stakeholders in the Korhogo region of RCI, where they discussed how to implement planned Trade Hub interventions in the FY2016 work plan.

This report presents a summary of the activities planned and implemented in May 2016, and the way forward for the Trade Hub's mango value chain activities in 2016-2017.

Of the previous Trade Hub-identified interventions to support RCI's mango value chain, three have been implemented since May 2016, largely due to the short time frame before the end of the mango season. These three interventions included trainings on best harvest practices and hygiene processes for mango collection and packing processes, in close collaboration with lead mango enterprise Nembel Invest and the mango exporters' association AREXMA. Additional trainings taught pack house staff how to improve actual processing of mangos picked from the field. They were held in 14 locations under the facilitation of three consultants throughout May 2016. Specifically, the trainings:

1. Supported AREXMA in training 60 harvesters working with 13 exporters in the Ferke and Korhogo regions.
2. Supported the training of 75 harvesters who work with the lead enterprise Nembel in the Ferke region.
3. Trained 65 lead technical staff at 13 AREXMA member-owned pack houses. These privately-owned operations work with producers and mango suppliers.

Key lessons learned following this mission trip:

- The Ivorian government-led campaign to control fruit flies in 2016 through agro-chemical distribution had a positive impact on production quality.
- The main challenge for most mango farmers is how to manage farms to produce high-quality mangoes for export.
- High volumes of wasted mangoes post-harvest is a significant problem in RCI that requires further training on harvesting and packing.
- Mango value chain interventions should be planned further in advance of the next season, as it is short compared to those in other countries in the region, lasting 5 to 8 weeks.

Following the completion of this mission trip, the MVCA recommends the five main activities for the 2017 mango season, listed in order of priority. Ideally, these activities will start around August 2016.

- (I) Training on best practices in mango farm management, including fruit fly and other phytosanitary controls (August 2016).

- (II) Support to a GLOBAL G.A.P. training pilot program for small farmers in northern RCI. Dates to be fixed with partner institutions.
- (III) Continuation of the training of harvesters and pack house technicians. These should start around April 2017.
- (IV) Promotion of formal linkages between small farmers, exporters, and processors to create contract farming.
- (V) Support to strengthen AREXMA.

To begin this process, the MVCA recommends the following next steps:

1. Send the MVCS to the region to meet with stakeholders and initiate the 2017 work plan.
2. Prioritize the implementation activities and submit to the Trade Hub for approval, including the allocation of required resources based on identified opportunities.
3. Finalize TORs for each activity with additional details of resources required and commitments of stakeholders.
4. Prepare an intervention plan for 2017.
5. Identify and recruit consultants.
6. Finalize all logistics support and implementation arrangements.
7. Implement the planned activities.

# 2. INTRODUCTION

## 2.1 BACKGROUND

USAID/West Africa’s Mission-wide goal is the West African-led advancement of social and economic well-being. This goal is supported by several development objectives, including “broad-based economic growth and resilience advanced through West African partners.” The West Africa Trade and Investment Hub (Trade Hub) will contribute to this development objective by achieving two critical intermediate results:

1. Improving the capacity of West Africa’s farmers and firms in targeted regional and global value chains.
2. Improving the business enabling environment by addressing transport constraints and trade barriers affecting the efficiency of the region’s corridors and borders.

The Trade Hub works through regional private sector associations and regional governmental entities to help channel all partners’ efforts in a way that will address critical constraints to trade competitiveness, capture opportunities to expand trade, demonstrate West Africa’s productive potential to investors, and facilitate greater investment in the region. Its results will include both an increase in 1) regional trade in key agricultural commodities—a critical feed the Future (FTF) indicator—and in 2) value-added global exports, a targeted indicator for the Africa Competitiveness and Trade Expansion (ACTE) Initiative, which ultimately aims to increase Africa’s share of world trade.

The project supports to build the capacity of several key groups of African partners from regional private sector associations and alliances. Stakeholders include the Economic Community of West African States (ECOWAS), the Economic and Monetary Union of West Africa (UEMOA); the multi-donor funded Transport and Facilitation Observatory, as well as many global development alliances with private sector companies. As the Trade Hub works with associations and regional alliances, it will help them serve as leaders in promoting reforms, attracting buyers and investors, and adopting improved practices. Eventually, Trade Hub’s partners are expected to act independently and take on even greater leadership roles.

Trade Hub comprises several components. These include:

- Regional staple foods development (livestock and grains)
- Global value chain development (targeted agro-processing and manufactured consumer goods, such as mangoes, cashews, and apparel)
- Finance and investment
- Transport and the trade enabling environment
- Capacity building
- Communications

## 2.2 CONTEXT FOR THIS REPORT

This report follows a previous Trade Hub mission in February-March 2016 in RCI that made recommendations for RCI’s mango value chain based on preliminary opportunities the MVCA and Trade

Hub team identified. The mission also focused on extending ongoing Trade Hub activities in the mango value chains in Ghana, Senegal and Burkina Faso to RCI. During the mission, the Trade Hub experts identified several possible “quick entry points” to support RCI’s mango value chain during the 2016 season through lead enterprises or associations in the Korhogo region. These included six key areas for intervention:

1. Training of harvester trainers in collaboration with lead enterprises and small farmer producer and supplier networks in Ferke. These trainees are then expected to train other mango harvesters. The Trade Hub identified Nembel Invest S.A. in the Ferke region as the lead enterprise for this training.
2. Training of independent harvester trainers in collaboration with export associations. These trainees are then expected to train other mango harvesters. The Trade Hub identified AREXMA in the Korhogo region as the exporter association for this training.
3. Training of trainers in mango packing in the Korhogo region, as part of the partnership with AREXMA.
4. Supporting the establishment of a new international standard called GRASP, which is an add-on to GLOBAL G.A.P. By certifying an exporter in GRASP, the Trade Hub can help create a replicable model for GRASP certification. The Trade Hub will work with Nemble Invest S.A. to establish this model.
5. Facilitate access to finance new investments in the mango value chain.
6. Provide support to strengthen the main exporter associations.

Additionally, the previous mission recommended that future Trade Hub interventions should consider supporting other areas of interventions such as GLOBAL G.A.P. training for small farmers in the Korhogo region, training on best practices for mango farm management including fruit fly and phytosanitary controls, promotion of formal linkages between small farmers, exporters and processors to promote contract farming, and extension services training on phytosanitary controls for the staff of Direction National de Protection Végétaux (DPV).

Due to the resource limitations and the limited time available to plan activities before the start of the mango season, the Trade Hub supported the first three interventions in prior to May 2016.

As a follow-up to the January 2016 mission, Dr. Patrick Nugawela (MVCA) visited RCI from April 27-May 24, 2016, with support from the Trade Hub’s MVCS in RCI, Mr. Coulibaly Moussa. The mission renewed established contacts with the mango value chain stakeholders in Korhogo region in RCI. A list of people and institutions the MVCA and MVCS met and contacted is included in Annex A.

## **2.3 METHODOLOGY OF WORK**

The MVCA and MVCS met with key partners in the Korhogo region who directly collaborated with the Trade Hub in its 2016 mango value chain activities. They also visited all exporters and pack houses participating in the training programs to establish a time frame to begin the trainings. The MVCA and MVCS worked with selected consultants to finalize training manuals and other necessary training materials. Subsequently, the three training programs were held from May 13-21, 2016. During the mission, the MVCS worked closely with the Trade Hub Director and staff in RCI, and the AREXMA secretary in Korhogo to plan and implement the training of trainers program during the 2016 mango season.. The MVCA conducted a short briefing on RCI mango activities with the Chief of Party in Accra, Ghana from May 15-18, when the MCVA spoke at the US Department of Agriculture (USDA) workshop on sanitary and phytosanitary (SPS) measures.

# 3. PLANNED MANGO VALUE CHAIN INTERVENTIONS FOR 2016

## 3.1 MAIN ACTIVITIES

Persistent challenges for RCI's mango value chain include (identified during the January 2016 scoping mission):

- Fruit flies and other phytosanitary issues: RCI experiences serious phytosanitary problems, which, among other issues, harms the country's ability to export.
- A high level of post-harvest losses: Post-harvest losses are estimated at 30-40%, mainly due to fruit flies and the limited local market for low grade mangoes.
- Inadequate access to finance at all levels of the value chain
- Inadequate technical assistance to improve supply quality and workers' technical skills in the sector, particularly in international best practices, harvesting techniques, and pack house techniques
- High transportation costs to Abidjan for export
- Organizational issues in the value chain, including the absence of inter-professional organizations and a single national voice for the mango value chain private sector

To address these issues, the MVCA and Trade Hub team identified and prioritized six interventions in their previous February-March 2016 mission, based on these two strategies:

- a) To introduce correct harvesting practices to reduce post-harvest losses and organize harvesting at the farm level before transporting to pack houses.
- b) To improve the technical skills of pack house workers and harvesters in order to increase the efficiency of packing systems for export.

As of May 2016, three of six Trade Hub interventions were implemented during the 2016 mango seasons, as there was not much time remaining in the season to implement them all. The three completed interventions include:

1. Support to AREXMA in training 60 harvesters working with 13 exporters in the Ferke and Korhogo regions.
2. Support the training of 75 harvesters who work with the lead enterprise Nembel in the Ferke region.
3. Train 65 lead technical staff at 13 AREXMA member-owned pack houses. These privately-owned operations work with producers and mango suppliers. These staff members will provide cascade training during the 2017 mango season.

## 3.2 PARTICIPANTS FROM PARTNER ORGANIZATIONS

The three interventions executed were organized based on two different business models:

1. Association-led support to member exporters through AREXMA. Each member nominated five harvesters and five lead technicians to be trained as trainers. They will then train others before the 2017 mango season.
2. Lead enterprise-led program of training harvesters and pack house technicians through the largest exporter Nembel Invest.

During program implementation in May 2016, the Trade Hub team also worked with the Direction Regional de l'agriculture (DRA) in the Korhogo region and other institutions in the prefectures of Korhogo and Sinématiali. They attended the training programs and offered technical advice during each session.

## 3.3 IMPLEMENTATION OF INTERVENTIONS

The Trade Hub organized these training programs in close consultation with AREXMA and Nembel Invest and hired three specialists to facilitate them:

- Noufou Sankara: Harvester trainer with experience working with DAFANI Co. in Burkina Faso
- Kouato Fulgence: Specialist in training harvesters from RCI
- Noel Diegba Zidago: Pack house trainer on mango packaging from RCI

Trainings were carried out in small groups in 14 locations: 10 for the training of harvesters and pack house workers from Nembel Invest, and four for the training of harvesters from AREXMA. Each consultant submitted separate detailed reports, according to the type of training.

Summaries of the three trainings are given below:

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### Training Program 1

Topic: Training of harvesters from lead exporter Nembel Invest  
 Zones covered: Ferkessedougou  
 Dates: May 16-20, 2016  
 Consultant/trainer: Noufou Sankara  
 Harvesters Trained: 75 (50 independent producers trained as harvesters who supply to Nembel Invest Company; remaining 25 harvesters work for Nembel

Ref.	Zone	Beneficiaries		Number Trained
		Enterprise/Groups	Number	
I	FERKESSEDOUGOU	NEMBEL	1	25
		Producers' Association	13	50
<b>Total</b>			<b>14</b>	<b>75</b>

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### Training Program 2

Topic: Training of harvesters from AREXMA exporters  
 Zones covered: Korhogo, Sinématiali  
 Dates: May 16-19, 2016

Consultant/trainer: Kouato Fulgence  
 Harvesters Trained 65 from 13 pack houses

Ref.	Zone	Beneficiaries		Number trained
		Enterprises/Groups	Number	
1	Sinématiali	VDN, SPEM, VDB,	3	15
		MAJOTA, YELA, SOFA	3	15
2	Korhogo	SODIPEX, IVOIRE Agreeage, E2S	3	15
		Ouattara Trading, Comako, Tropic Mango,	3	15
<b>Total</b>			<b>12</b>	<b>60</b>

### Training Program 3

Topic: Training on pack house technicians  
 Zones covered: Korhogo, Sinématiali, Ferkéssédougou  
 Dates: May 16-20, 2016  
 Consultant/trainer: Noel Diegba Zidago  
 Lead technicians Trained: 65 in 13 pack houses

Ref.	Zone	Beneficiaries		Number Trained
		Enterprises/Groups	Number	
1	Korhogo	SODIPEX, IVOIRE Agreeage, Ouattara Trading, Comako, Tropic Mango, E2S	6	30
2	Sinématiali	VDN, VDB, Spem, Majota, SOFA, Yela	6	30
3	Ferke	Nembel Invest SA	1	5
<b>Total</b>			<b>13</b>	<b>65</b>

## 3.4 MAIN OBSERVATIONS AND LESSONS LEARNED

During this mission, the MVCA identified interventions in the mango value chain and followed up with a series of activities, including the recruitment of a MVCS to work in the Korhogo region; prioritization and selection of interventions; selection and recruitment of three training consultants; approval of work plans; selection of additional consultants and resources; and event organization. These activities laid the groundwork for the identified interventions to be implemented before the end of the mango season, expected in early May or July 2016.

The MCVA and Trade Hub team, with support from the Abt Associates home office in the U.S., planned the implementation of these three main training activities—estimated to directly impact 200 people—before May 20. After May 20, mango exports typically decline as the peak production season for high quality mangoes ends around that time. However, some exporters continue to export after May 20, because some isolated plantations can provide high quality mangoes. Nembel, for example, extended its export activities to June 2016.

The following observations should be considered for Trade Hub mango activities from 2016-2017:

- The stakeholders, mainly producers and exporters, became highly involved in participating in the activities. They appreciated and welcomed USAID’s initiative to promote regional trade in the mango value chain. AREXMA provided the Trade Hub extensive support in the implementation

of the program.

- Nearly 100% of targeted beneficiaries participated in the trainings. These included potential trainers who could then conduct trainings in mango harvesting and packing for export.
- The public sector—in particular, the regional offices from the department of agriculture—supported the Trade Hub in implementing the activities.
- Both intervention models used to train harvesters and pack houses were successful. The Trade Hub’s activities focused on two different training models: (1) trainings led by exporter associations, and (2) trainings led by lead enterprises. Both demonstrated positive results with regard to the number of beneficiaries, and provided valuable support to continue expanding intervention programming in support of growing the regional mango value chain.
- The best season for mango exports in RCI occurs for 6 to 8 weeks between April and June. However, mango trade is still possible after the official season if there is an adequate local processing industry to use the remaining lower grade mangoes in the region. Several exporters requested assistance to establish mango and other fruit processing facilities.
- More than 15-20 mango packing centers in the Korhogo, Sinématiali and Ferke regions operate only 4 to 8 weeks of the year. Exporters compete to pack the maximum amount of mangos in the shortest period of time in their pack houses. As a result, there is substantial seasonal employment, with few workers retained throughout the year.
- There are serious environment challenges around pack houses during the mango season. A large number of rejected mangoes, particularly in Korhogo, are dumped out of pack houses. This practice not only negatively impacts the environment but also encourages fruit flies.
- Stakeholders suggested extending the mango program to the Odienné region in the future. Although there may not be significant exports from the region, it could be promoted for mango drying.
- Trade Hub interventions were initially limited to one exporters association and a lead enterprise exporting only fresh mangoes. There are also other regional producer cooperatives and mango processors in the region that need assistance. Additionally, local and regional trade may need support and technical assistance in order to maintain regional mango sector activities for a longer period of time.

### **Lessons learned**

- The Ivorian government-led campaign to control fruit flies in 2016 through agro-chemical distribution had a positive impact on production quality. Most exporters confirmed there were few fruit fly attacks on mangoes this year and were confident in increasing fresh mango exports in 2016.
- The main challenge for most mango farmers is how to manage farms to produce high-quality mangoes for export. Mango farmers lack the knowledge to manage and maintain mango farms. Therefore, interventions in 2017 should prioritize best practices of mango farm management.
- High volumes of wasted mangoes post-harvest is a significant problem in RCI that requires further training on harvesting and packing.
- Mango value chain interventions should be planned further in advance of the next season, as it is short compared to those in other countries in the region, lasting 5 to 8 weeks. Interventions, such as mango farm management training, should start well before the flowering season, ideally between August and September 2016, to be effective for the next season. Other targeted activities

should be implemented before March 2017.

- Following the end of the mango season, the Trade Hub should teach farmers best farming practices and conduct monitoring and evaluation (M&E). To ensure proper time for M&E, a Trade Hub office in the region would be ideal. AREXMA has already offered to rent Trade Hub office space, if necessary.

### 3.5 PHOTOS OF TRAINING ACTIVITIES

**Trainings of pack house technical staff in Sinématiali, May 2016 by Noel Diegba Zidago**



**Trainings of Harvesters in Korhogo Region in May 2016 by Kouato Fulgence**



**Training of Nemble Harvesters in Ferke, May 2016 by Noufou Sankara)**



# 4. OPPORTUNITIES FOR INTERVENTIONS IN 2016-2017 AND NEXT STEPS

## 4.1 OPPORTUNITIES FOR 2016-2017

The prior February-March 2016 mission identified several activities to launch later in 2016. This mission discovered that, due to the limited time available, only three interventions were implemented since then: two trainings of harvesters and one training of lead technicians in 13 pack houses in the Korhogo, Sinématiali and Ferke regions. The remaining identified needs, however, should still be addressed. Based on the identified needs, the MCVA recommends the following activities to implement before the 2017 season, ideally, beginning in August 2016.

1. **Best practices training on mango farm management, including fruit fly and other phytosanitary controls.** This training would increase mango quality and reduce post-harvest losses, thereby increasing supply for export and local markets. This activity should be implemented before the flowering season in September 2016. This training should be implemented at three levels:
  - a. In collaboration with AREXMA to support producers for exports
  - b. In collaboration with Nembel Invest to support contract farmers
  - c. Support to the independent cooperative Gninnangnon Mango Producers in Korhogo
2. **Support for a GLOBAL G.A.P. training pilot program for small farmers in northern RCI.** This intervention would facilitate linkages between small farmers and exporters. Trainings would focus on ensuring that the supply of mangos conforms to international standards. At a later stage, this training could also support new certifications increasingly required by importers such as GRASP, Rainforest, and organic certifications. The members of AREXMA and Nembel enterprise are collaborators in this program. Dates of implementation will be determined with partner institutions.
3. **Continue harvester and pack house technician training.** The harvester and pack house technician training program began in May 2016. Additions to the program include:
  - a. Training of the remaining 75 harvesters at Nembel Invest SA for completion of GLOBAL G.A.P. certification.
  - b. Leverage the previously trained AREXMA harvesters to increase training opportunities of harvesters working for the other 13 pack houses.
  - c. Use the previously trained lead technical staff in the 13 pack houses to train other technical staff, in order to cover programs during the next season. Trade Hub consultants will visit the 13 pack houses during the next season to ensure and guide the lead trainers beginning in April 2017.
4. **Support and promote formal linkages between small farmers, exporters, and processors to create contract farming opportunities.** A lead enterprise in the region has successfully supported and promoted these linkages, and they can be replicated. Training should be provided to producer cooperatives. The initial meetings could be facilitated between AREXMA members the cooperative Gninnangnon starting around January 2017.

- 5. Support to strengthen AREXMA.** Through a grant, the Trade Hub can greatly improve AREXMA's office logistics. AREXMA noted that additional support is needed, and the Trade Hub could identify those areas in consultation with AREXMA's leadership. Once those are determined, the appropriate TORs would be prepared after June 2016.

In addition to the above activities, the MVCA recommends other important areas for potential intervention. These include:

- Identify the opportunities for interventions in the mango producing region of Odiénne in August 2016.
- Address environmental impact issues concerning AREXMA pack houses, particularly when disposing of rejected mangos throughout 2017.
- Research the possibility of developing a mango cluster in northern RCI that includes Korhogo, Ferke, Boundiali, and Odiénne.
- Assist exporters in establishing a geo-reference system through AREXMA, in order to identify and locate suppliers throughout 2017.
- Support the creation and organization of a Mango Day in 2017 in order to promote trade, starting in April /May 2017). Prepare a concept paper in July 2016.
- Review the possibilities for opening an office space for Trade Hub mango value chain work in Korhogo in March 2017, with the option to share AREXMA's office.

## 4.2 NEXT STEPS

To continue the Trade Hub interventions in the RCI mango value chain, it is important to prioritize and plan the activities as soon as possible. The first interventions for 2017 should start in September 2016, with the introduction of trainings on best management practices of mango farms. The Trade Hub will continue to work with AREXMA and lead enterprises, as well as producer cooperatives. The recommended next steps are:

1. Send the MVCS to the region to meet with stakeholders and initiate the 2017 work plan.
2. Prioritize the implementation activities and submit to the Trade Hub for approval, including the allocation of required resources based on identified opportunities.
3. Finalize TORs for each activity with additional details of resources required and commitments of stakeholders.
4. Prepare an intervention plan for 2017.
5. Identify and recruit consultants.
6. Finalize all logistics support and implementation arrangements.
7. Implement the planned activities.

## ANNEX A: PEOPLE AND INSTITUTIONS CONTACTED IN RCI

No	Institution	Person Contacted	Contact Details
<b>Korhogo</b>			
1	Ministry of Agriculture – Direction Korhogo	Mr. Powa Max G, Director	<a href="mailto:Max.powa@gmail.com">Max.powa@gmail.com</a> tel. +225 06080293
2	-		
<b>Ferkessedougou</b>			
3	Ministry of Agriculture – Direction Ferkessedougou	Mr. Dembele Vamara, Director	<a href="mailto:dragriferkessedougou@gmail.com">dragriferkessedougou@gmail.com</a> tel. +225 07731277
<b>Mangoes VC –Companies and Associations</b>			
4	SATPA-Société de transformation des produits agricoles	Nanga Emile, PDG	<a href="mailto:enanga@ivirelogistique-ci.com">enanga@ivirelogistique-ci.com</a> Tel. +225 20 31 14 60
5	Cooperative COOP-CA-GNINNANGNON Mango Producers drying –Korogho	Two Nahou, Secretary General	Tel. +225 47054519, +225 55107998 <a href="mailto:socoopagrigninnangnon@gmail.com">socoopagrigninnangnon@gmail.com</a>
<b>AREXMA-Association Régionaux des Producteurs et exportateurs des Mangue</b>			
6	AREXMA	Mme Françoise Valier, Président	Email: <a href="mailto:franval_arexma@ymail.com">franval_arexma@ymail.com</a> , Tel+225 47327621 <a href="mailto:Vayela2000@yahoo.fr">Vayela2000@yahoo.fr</a> tel.+225 06221865/650331773 Ferre +225 36869797
7	AREXMA	Koffi Renaud Vincent Paul, Executive Secretary	Email; <a href="mailto:koffirenaudvincentpaul@gmail.com">koffirenaudvincentpaul@gmail.com</a> Tel. +225 47868217/05088445
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11	Vergers du Nord	Francoise Valliers	<a href="mailto:Vayela2000@yahoo.fr">Vayela2000@yahoo.fr</a> Tel. +225 06221865
12	Vergers du Bandama SARL	Charles Valliers, manager	<a href="mailto:charlesvallier@vdb-ci.com">charlesvallier@vdb-ci.com</a> Tel.+2258711319
13	Ouattara Trading	Dahouido Ouattara, manager	<a href="mailto:dahouido@yahoo.fr">dahouido@yahoo.fr</a> +225 07518957
14	Ouattara Trading	Coulibaly Ibrahima	<a href="mailto:onibra@yahoo.com">onibra@yahoo.com</a> Tel. +225 07188707
15	IVOIR Agreage	Mhoussou A Michel, manager	<a href="mailto:mhoussou@ivoireagreage.co">mhoussou@ivoireagreage.co</a> tel.+225 05896831
16	IVOIR AGREAGE	Cussou R Lue	+ 225 07806155
17	E25	Silue Seydou, Director	<a href="mailto:Seydousilue561@gmail.com">Seydousilue561@gmail.com</a> Tel. +225 787782, (0)5116913
18	E25	Silue Nohoua Idriss, manager	+225 07214517
19	MAJOTA SCFFL	Gnacadjia Casimir, Director	Tel.+225- (0) 7387837
20	Tropic Mango	Coulibaly Fazadie P, Assistant Director	+ 225 08880726
21		Akosse Clan Se, Chef de Station	Tel. +225 (0) 7203133

22	RAF COMAKO	SORO OUSMAN	<a href="mailto:Comako2009@yahoo.fr">Comako2009@yahoo.fr</a> Tel.+225 (0) 5317373
23	SPDEPEX	Bamba Maxim Eric, Res Admin	
24	SOTRIPEX	Eric Rambara, Admin Director	+225 08207104
25	Consultants		
26	Consultant –Harvesters Training	Fulgence Kwatu	kouatoful@gmail.com
27	Consultant –Pack House Training	Diegba Noel Zidago	Tel 08366663
28	Consultant –Harvesters Training	Noufou Sankara	

## ANNEX B: MISSION ITINERARY IN RCI

Date (2016)	Institution/Meeting
April 27	Travel to RCI-Abidjan
April 27-May 1	<ul style="list-style-type: none"> <li>- Work in Abidjan: prepare presentation on SPS and mango sector work</li> <li>- Review consultant TORs</li> <li>- Document RCI mango work and planning activities</li> </ul>
May 2	Travel to Korhogo
May 3	<ul style="list-style-type: none"> <li>- Interview consultant –Fugence</li> <li>- Meet with AREXMA Sec General</li> <li>- Visit Sinématiali and attend meetings with four pack houses: MAJOTA, Verger du Nord, Verger Du Budama , and SPEM</li> </ul>
May 4	<ul style="list-style-type: none"> <li>- Travel to Ferke</li> <li>- Meet with Nemble Investments</li> <li>- Return to Korhogo in the afternoon</li> <li>- Visit to pack houses: SODEPEX, Ivoire Agrege , Ouattara Trading</li> <li>- Meet Director of Agriculture –Korhogo</li> </ul>
May 5-6	Attend meetings and visit sites in Korhogo Regions, then travel to Abidjan
May 7-11	Work on manuals and programs in Abidjan and meeting consultants
May 12	Travel to Korhogo
May 13-14	Start trainings at Sinématiali pack house
May 15-18	Travel to Accra via Abidjan to speak at SPS workshop
May 18	Travel to Korhogo from Accra via Abidjan
May 19-22	Close of training programs in Korhogo , Ferke and Sinématiali
May 23	Depart to Colombo

## ANNEX C: MEMBERS OF AREXMA, RCI 2016

No	Name of Contact	Tel. Email
1	SPEM / Mme Françoise Vallier (Présidente de AREXMA)	<a href="mailto:vayella2000@yahoo.fr">vayella2000@yahoo.fr</a> tel 47 32 76 21 / 65 03 17 73
2	NEMBEL INVEST SA / M. Pascal Nembélesini-Silué (Secrétaire Général de AREXMA)	<a href="mailto:Pascal.ns@nenbel-invest.com">Pascal.ns@nenbel-invest.com</a> <a href="mailto:Nbel71@yahoo.fr">Nbel71@yahoo.fr</a> Tel. 28012016
3	SODIPEX / M. Olivier Bambara (Vice-président)	<a href="mailto:olivier@sodipex.net">olivier@sodipex.net</a> 07 48 23 87 / 03 33 33 70 / 05 40 19 01
4	IVOIRE AGREAGE / Michel Houssou (Vice-président)	<a href="mailto:mhoussou@ivoireagreage.com">mhoussou@ivoireagreage.com</a> 08 01 95 52
5	SOFA / M. Soro Yézoulou	<a href="mailto:soroadamplile@yahoo.fr">soroadamplile@yahoo.fr</a> 07 23 38 75
6	YELA / M. Soro Lassina	
7	OUATTARA TRADING / Dahouido Ouattara	<a href="mailto:dahouido@yahoo.fr">dahouido@yahoo.fr</a> 05 70 53 79
8	COMAKO / M. Soro Ousmane	<a href="mailto:comako2009@yahoo.fr">comako2009@yahoo.fr</a> 05 31 73 73
9	TROPIC MANGO / M. Ouattara Seydou	<a href="mailto:ouattarase18@yahoo.fr">ouattarase18@yahoo.fr</a> 07 91 19 11
10	E2S / M. Silué Seydou	<a href="mailto:silue_m@yahoo.fr">silue_m@yahoo.fr</a>
11	VERGER DU NORD / M. Charles Vallier	<a href="mailto:charlesvallier2005@yahoo.fr">charlesvallier2005@yahoo.fr</a> 08 71 13 19
12	VERGER DU NORD / M. Charles Vallier	<a href="mailto:charlesvallier2005@yahoo.fr">charlesvallier2005@yahoo.fr</a> 08 71 13 19
13	. VERGER DU NORD / M. Charles Vallier	<a href="mailto:charlesvallier2005@yahoo.fr">charlesvallier2005@yahoo.fr</a> 08 71 13 19
14	MAJOTA / M. Casimir Nakadja	<a href="mailto:majota_scfel@yahoo.fr">majota_scfel@yahoo.fr</a>

Source: ARESMA, February 2016

## ANNEX D: LIST OF TRAINING PARTICIPANTS

### TRAINING I: Participants from the Trade Hub-Nembel Investment mango harvester trainings in Ferke

Date	Ref	Beneficiary	Participants		
			Name	Male	Female
5/16/2016	1	5 from NEMBEL	Soro Kossominan Benjamin		
	2		Silue Dognimin Seydou		
	3		Coulibaly Adama		
	4		Touré Nemtia Ismael Valeh		
	5		Kone G. Daouda		
	6	10 producers	Ouattara Mawa		
	7		Soro Dominfolo		
	8		Keita Namori		
	9		Ouattara Founzongori Pascal		
	10		Sanogo Aicha		
	11		Soro Pagaougnan		
	12		Soro Yardiouma		
	13		Yeo Peyofougou		
	14		Silue M. Brahima		
	15		Coulibaly Kadokolourou Hervé		
5/17/2016	16	10 producers	Coulibaly Tenena		
	17		Silue G. Patricia		
	18		Ouattara Babala		
	19		Silué Chonyiredjama Inza		
	20		Silué Katiénéfowa Sita		
	21		Yéo Yefagafié Pascal		
	22		Ouattara Abou		
	23		Diallo Moro		
	24		Soro Feyanabama Dit Mama		
	25		Soro Nahoua Yaya		
	26	5 from NEMBEL	Kone Seriba		
	27		Silue Yeti Adama		
	28		Kone Salifou		
	29		Soro Domehe		
	30		Silue Gbonvowa		

5/18/2016	31	10 producers	Yeo Kolo		I
	32		Soro Moussa	I	
	33		Soro W Francis	I	
	34		Yeo Donafologo	I	
	35		Yeo Siata		I
	36		Ouattara Silihibe		I
	37		Silue Seydou	I	
	38		Silue Yacouba	I	
	39		Coulibaly Sidi	I	
	40		Kone Ouanlo	I	
	41	5 from NEMBEL	Ouattara Senidjou	I	
	42		Kone Ouanlo	I	
	43		Soro Sikatchi	I	
	44		Dao Souleymane	I	
	45		Kone Sewelina	I	
5/19/2016	46	10 producers	Coulibaly Tata		I
	47		Ouattara Kayin	I	
	48		Sanogo Pacina	I	
	49		Ouattara Sie Y.	I	
	50		Ouattara Tahirou	I	
	51		Sekongo Moussa	I	
	52		Silue Kpayergue	I	
	53		Soro Francois	I	
	54		Silue Drissa	I	
	55		Kone Brahemi	I	
	56	5 from NEMBEL	Kone Simbi	I	
57	Yeo Doulaye		I		
58	Silue Gnenegneri		I		
59	Yeo Nargagniman			I	
60	Sekongo Yeti		I		
5/20/2016	61	10 producers	Soro K. Adama	I	
	62		Soro Oumar	I	
	63		Amara Ouattara	I	
	64		Kone Lacina	I	
	65		Bakeretigui Ouattara	I	
	66		Ouattara Sarah		I

67		Soro Kobal		
68		Soro Talaba		
69		Yeo Yeneyaha		
70		Ouattara Fousseni		
71	5 from NEMBEL	Sanogo Daouda		
72		Kone Yefagadjoutori		
73		Silué Soundoutchin		
74		Yeo Pegbali		
75		Ouattara Pagadjoufougou		
<b>TOTAL</b>			<b>64</b>	<b>11</b>
<b>% Male/female</b>			<b>85%</b>	<b>15%</b>

**TRAINING 2: Participants from the AREXMA mango harvester trainings**

Date	Ref	Enterprise	Participants			Location
			Name	Male	Female	
5/16/2016	1	Verger du Nord	SANOGO Lassinan			Sinematiali
	2		YEO Donadéba			
	3		Kouassi J. Rodolphe			
	4		YEO Doulaye			
	5		SORO Soumaila			
	6		Kouagni Julie			
	7		OUATTARA D. Souleymane			
	8	Verger du Bandama	SORO Woulougo			
	9		Silue Doulourou			
	10		Esso Stephane			
	11		KONE Pafougoba			
	12		YEO Doulaye			
	13	Spem	KOUASSI K. Leonce			
	14		Kouame Wilfried			
	15		Konan N'dri Charles			
	16		Yao Kouadio Maxime			
	17		Abile Emile			
05/17/2016	18	Majota	SANOGO Bassirima			
	19		OUATTARA Zana			
	20		SORO Kalegue			
	21		COULIBALY Yedieteri			
	22		COULIBALY Drissa			
	23	Yela	COULIBALY Kadoho			
	24		OUATTARA Dramane			
	25		COULIBALY Daouda			
	26	Sofa	COULIBALY Réssimapoun			
	27		YEO Yeyezoulou			
28	COULIBALY Fondio					
05/18/2016	29	Sodipex	YEO Konidjimi			Korhogo
	30		SANOGO Drissa			
	31		SORO Daouda			
	32		YEO Nawabe			
	33		COULIBALY Mamadou			
	34	Comako	COULIBALY K. Omar			
	35		COULIBALY Yacouba			
	36		SILUE Yessonguidjo			
	37		YEO Kassinabin			
	38	E2S	SORO Brahim			
39	SILUE Seydou					
40	SORO Fatogoma					
05/19/2016	41	Ivoire Agreage	YEO Alama			

42		Justin SILUE		
43		SORO Domenhin		
44		Luc OUSSOU		
45		Germain TEBY		
46	Ouattara Trading	SEKONGO Joseph		
47		COULIBALY Seydou		
48		TRAORE Zanon		
49		SORO Yacouba		
50		SORO Drissa		
51	Tropic Mango	COULIBALY Tahirou		
52		COULIBALY Philip		
53		YEO Ibrahim		
54		SANOGO Soumaila		
55		COULIBALY Richard		
<b>TOTAL</b>			<b>54</b>	<b>1</b>
<b>% Male/female</b>			<b>98.2%</b>	<b>1.8%</b>

#### TRAINING 2: Participants from the AREXMA pack house technician trainings

Date	Ref	Beneficiary	Participants			Location
			Name	Male	Female	
5/13/2016	1	Verger du Nord	Amenan Julie KOUAGNI			Sinematiali
	2		Jean Rodolphe KASSI			
	3		KONE Zira			
	4		Tchawa DIARRA			
	5		Chenet Lisette KANON			
	6	Verger du Bandama	Tuo Natogoma			
	7		Soro Soungami			
	8		ESSO stephane			
	9		Soro Metahan			
	10		Silue Sionseligame Maman			
	11	Spem	SILUE Midjambéri			
	12		SANOGO Safiatou			
	13		TALL Mariam			
	14		SILUE Rosalie			
	15		DIARRASSOUBA Tiepe			
5/14/2016	16	Majota	Sylvie KEYBA			
	17		COULIBALY Namon			
	18		COULIBALY Mireille			
	19		SORO Oumou dite Aline			
	20		M'Bandama Laetitia			
	21		Silue Zana			
	22	Yela	COULIBALY Abi			
	23		COULIBALY Lazinni			

	24		SANOGO Madoussou			
	25		SORO Doulaye			
	26	Sofa	COULIBALY Yadé Lacina			
	27		COULIBALY Kolo Assita			
	28		COULIBALY Adama			
5/16/2016	29	Sodipex	SYLLA Adama			
	30		YEO Fanta			
	31		TOURE N. Saly			
	32		COULIBALY Dramane			
	33		KEITA Ibrahim			
	34	Comako	SORO Sehena			
	35		SILUE Nigninnin			
	36	E2S	SORO Inza			
	37		Lasséni COULIBALY			
	38		Yeo Kolotioloma Adama			
	39		Silue Nahoua Idriss			
40	COULIBALY Yefounnigui					
5/17/2016	41	Ivoire Agreage	Coulibaly Kady			
	42		Coulibaly Aminata			
	43		Adepo Lucien			
	44		Oussou Luc			
	45		Sekongo Sitara			
	46	Ouattara Trading	SANOGO Mariam			
	47		COULIBALY Naminata			
	48		KONE Aboubacar			
	49		KONE Bakary			
	50		COULIBALY Ténindja Aissata			
	51		Tropic Mango	OUATTARA Lacina		
	52	GBENGBA Arthur				
	53	TOHOUA MAPEU Danielle				
	54	LAPAYE Christian				
	55	SORO Yartchima Jean Marie				
	56	SILUE SINTCHEWIN				
5/19/2016	57	Nembel	Soro Katie			
	58		COULIBALY Tiepe			
	59		Kone Tenena			
	60		KONE K. Felicien			
	61		Soro Zoumana			
<b>TOTAL</b>				<b>29</b>	<b>32</b>	
<b>% Male/female</b>				<b>47.5%</b>	<b>52.5%</b>	

Korhogo