



## Guinea-Bissau Cashews Processing Project

August 2001 — June 2005

Guinea-Bissau is the world's fifth largest producer of raw cashew nuts, producing 92,000 tons in 2004. With more than 100,000 hectares of land devoted to this crop, 85 percent of Guinea-Bissau's cashews are produced by smallholder farmers rather than by large plantations. By chiefly exporting cashews in a raw, unprocessed form, Guinea-Bissau's farmers are losing a significant portion of their crop's final value to foreign processors and middle-level traders. Producers can more than double their earnings by selling processed cashews over raw nuts.



In August 2001, EnterpriseWorks began efforts to develop the local capacity for processing and marketing cashews in Guinea-Bissau. The project builds on previous USAID-funded activities to rehabilitate the cashew sector, which were disrupted by the country's civil war in 1998-99. To create a viable, sustainable market for locally processed cashews, EnterpriseWorks' primary interventions include:

### Project Budget

\$1,332,467

### Primary Funders

USAID/Senegal  
Economic Support Fund  
(Department of State and USAID)

- Identifying and training local equipment manufacturers to make efficient and affordable processing technologies
- Identifying and training local entrepreneurs in the best techniques for cashew processing and marketing
- Developing supply and distribution channels for manufacturers and processors
- Linking cashew processors with national and international exporters
- Executing a general marketing campaign to promote cashew processing and export
- Developing local packaging/sales operations that cater to the domestic and regional market
- Supporting the development of a cashew nut processor's association

### PROGRESS REPORT

- **Guinea-Bissau cashew kernels are now sold on local, regional and international markets**, including Senegal, Cape Verde, Mauritania, South Africa, France, Italy and the United States.
- **Over 30 cashew processing units are now operating in the country.** From July 2003-October 2004, these units sold 121,256 kg. of cashew kernels, representing a total value of US \$406,608.
- **Over 450 people are employed by cashew processing units, almost half are women.**
- **Over 40 people are involved in the manufacture of cashew processing equipment.** The manufacturers have already produced over US \$50,000 in equipment. The locally made equipment is one-third the price of imported equipment.
- **The project supports the linking of processors with Central Units**, larger processing

units that purchase finished kernels for the final classification, packaging and marketing. The central unit concept, if executed correctly, guarantees consistent kernel quality of the final product.

- **The project assisted in the development of a cashew processing association, ATC-Cajú.** The association, which has become a significant lobbying force for the industry, provides credit, advice, advocacy and other support to members.
- **The project has partnered with Handicap International**, resulting in over 60 handicap individuals trained in cashew processing.

**Marketing:** The project established the brand name "Nô Fiança" for the cashews processed by EnterpriseWorks-assisted enterprises. The purpose of this brand name, which means "Our Guarantee" in the local Creole language, is to raise awareness of the cashew processing industry and to communicate the superior quality of the product to potential buyers. "Nô Fiança" has received wide-spread coverage in local newspapers and on the radio, and has sponsored a variety of high-profile activities within the country. Recently, the project hired a local band to record "Cashew Song."

**Technical training:** The project began a series of technical training activities targeting processors at new and existing units, and focused heavily on sanitation and hygiene issues. EnterpriseWorks introduced manufacturers to existing and newer models of processing equipment, continued manufacturer training, and conducted tests of certain equipment models.