



## **Minutes of the 1<sup>st</sup> (Launch) National Vegetable Roundtable**

**Wednesday 28<sup>th</sup> November, 2018**

**AGI Annex Conference Room, Trade Fair – Accra**

### **1.0 Introduction and Conference Framework**

The launch of the National Vegetable Roundtable took place at AGI Annex Conference Room, Trade Fair- Accra, on 28<sup>th</sup> November 2018. The knowledge sharing, networking and brainstorming event was facilitated by the Federation of Associations of Ghanaian Exporters (FAGE), with sponsorship from GIZ – Market Oriented Agriculture Programme (MOAP). As the very 1<sup>st</sup> to be convened, discussions centered on the SWOT analysis of the sector.

The agenda had been drawn based on suggestions received from stakeholders during a preparatory meeting held on 25<sup>th</sup> September, 2018. From that meeting, it was agreed that the current status of the Ghanaian vegetable sector be brought to light. This informed the presentations made at the Roundtable launch. Opportunities and Threats; Strengths and Weaknesses; as well as Procedures for Export of Vegetables were handled by experts from SNV-Hortifresh, Ghana Association of Vegetable Exporters (GAVEX), and Plant Protection and Regulatory Services Directorate (PPRSD) respectively. Vegetable producers, input dealers, consultants and support institutions among other stakeholders present then opened discussions on the topics.

Participation spread across various aspects of the Vegetable Value Chain including: producers, inputs suppliers / service providers, certification agencies (Green Label) processors, buyers, governmental (MOTI, MOFA-DCS, MOFA-PPRSD, GEPA) organizations, and development partners.

### **2.0 Opening Remarks**

The 1<sup>st</sup> Vegetable Roundtable opened with welcome remarks from Mr. Anthony Sikpa, President of FAGE. He commended participants for their strong commitment, desire and resolve to make the sector not only a thriving business but also a sustainable foreign exchange earner for Ghana. He mentioned that the negative toll suffered by the sector in the recent past deemed it necessary for a platform to collectively dialogue alongside plan to carryout activities differently. Hence the event presented the opportunity for stakeholders to first identify, accept and correct past mistakes which will enable the sector make giant strides towards growth. The day's Chairperson also rendered a sincere gratitude to GIZ – MOAP for their support.



On behalf of GIZ – MOAP, Mr. Christoph Pannhausen, the Team Leader, congratulated FAGE for their role in organizing the event. He emphasized that the saying “nobody is an island” came to bare when the ban was imposed on the vegetable sector because, it affected the entire nation. The lifting of the ban in January 2018, he stated, presented Ghana with an excellent opportunity to: improve enforcement of regulations in place; strengthen role of public and private institutions; and identify innovative approaches to ensure export consignments are uncontaminated. Mr. Pannhausen sees the roundtable as an avenue for discussions leading to a more effective and vibrant sector. He mentioned that apart from exports, the local market also has the right to safe food which is why the Ghana Green Label intends to have certified safe products in the market starting December 2018.

Mr. Harry Bleppony from the Directorate of Crop Services – MOFA, emphatically stated that, phytosanitary issues must not be left only to exporters but should concern domestic farmers as well because their production feed both local and international markets. According to him, vegetable is equally important for the horticulture sector hence must be given the required attention.

### **3.0 Opportunities and Threats in the Vegetable Sector – Presentation by Jemima Djah (SNV – Hortifresh)**

#### **Key highlights**

- The three (3) key markets for vegetables from Ghana are the domestic, regional, and European markets. With such huge potential, the country should think about strategizing / repositioning itself to meet the local and international demands.
- Import values of onions, tomatoes and carrots stand at USD120 million, USD99.5million and USD302.885 respectively.
- Needs that in turn are opportunities available at production level include: technical service (private extension), human resource (unemployed youth), input supplies (improved varieties), logistics and infrastructure (trolleys, packaging materials, pack houses, cold rooms/vans)
- Production threats to the sector include: farmlands takeover by estate developers, input dealers selling less productive chemicals to farmers without guidance on mode of use.
- Logistics threats: losses due to poor post-harvest handling / storage, very low standardization
- Due to the low standards and volumes, the sector is unable to enter the readily available markets
- The extension officer to farmer ratio at the district level is very low. (eg. 3 – 4 extension officers in charge of thousands of farmers)



- The biggest threat to the sector is the integrity and attitude of the actors along the value chain
- Safety and Compliance: Relatively, a low number of farmers are GlobalGAP or GGL certified

#### **4.0 Strengths and Weaknesses of the Vegetable Sector – Presentation by S. N. Tackie (GAVEX)**

##### Key highlights

##### 4.1 STRENGTHS

- Increasing capacity for growth as domestic consumption and sale is very low compared to other countries.
- Availability of farmers, land and water bodies for production
- Increasing demand for exports.
- Closeness to Europe
- Member of the ACP Europe compact which allows free entry of products to Europe, and similarly with US through AGOA
- Increasing middle and upper class leading to further demand for consumption of quality vegetables
- Potential start-up of rural industries leading to higher demand of vegetables

##### 4.2 WEAKNESSES

- Lack of sufficient and well planned financial packages at affordable rates
- Lack of key management, systems and structures for production
- No national plans for the industry. There is the need to have an efficient controlling body comprising of policy and decision makers, NPPO, and stakeholders to manage and direct the sector with safe GAPs, and post-harvest handling processes.
- Most NGOs / DPs programmes are not dovetailed into national programmes and policies (due to the above), therefore goals and targets are almost always unsustainable.
- Lack of appropriate high yielding seeds.
- Difficulty in land acquisition although agriculture is shifting from small scale land owners to large production for consumption, industries and exports.
- Low use of innovation, technology and machinery (eg. Hydroponics, green houses, tractors, ploughs, planters, mowers, harvesters, spraying machines etc.)
- Inadequate extension services and technical support
- Poor road networks to/from farms
- No agreements between growers and middle men or exporters
- Lack of irrigation facilities



## 5.0 Procedures for Vegetable Exports from Ghana to EU – Presentation by William Lamptey (MOFA –PPRSD)

### Key highlights

- To be an exporter of fruits and vegetables, you must register with PPRSD with the following documents:
  - Certificate of Incorporation of Business / certificate to commence business from the Registrar General's Department of Ghana including Form A or C to indicate the business profile of your company;
  - Copy of Certificate of registration from Ghana Export Promotion Authority.
  - You must also be a member of an export association in Ghana before you can be registered by PPRSD (effective 1<sup>st</sup> Dec. 2018).
- Each Association shall submit names of members to PPRSD by 1<sup>st</sup> December, 2018 and as and when they update their register.
- The Exporter must have his/her own farm and in addition, submit a list of his/her out growers to PPRSD for verification and coding.
- The exporter must have an inspected and approved pack house for post-harvest treatment or management practices.
- The exporter must be prepared to follow the Roadmap developed for pests and disease management (Protocols and GAPs).
- Exporter must have a fair knowledge from the EU Council Directive 2000/29/EC and the Commission Implementing Directive EU 2017/1279 (amendments) on what are allowed and their special requirements to meet.
- Exporter must submit data on pests monitoring to PPRSD fortnightly to calculate the Pests Population Density /threshold on field.
- Must arrange for at least two (2) field inspections geared towards certification by PPRSD during the production period.
- Samples are taken for visual inspection and incubation, in the PPRSD Plant Health Diagnostic Laboratory.
- Only produce from **certified fields** allowed for export to the EU.
- Harvested produce must be treated (properly sorted, cleaned, packaged and labelled to include PPRSD traceability code on the box) in an approved pack house.
- The label must contain the company's name, Name of produce, Weight, Destination and traceability code.
- Documents to be submitted on the day of export:
  - waybill from the producer with traceability code;
  - packing list.



- other relevant documents
- Documentary checks
- Declaration
- Identity and integrity checks, sampling, inspection checks and issuance of Phytosanitary Certificate if requirements are fully met.
- Commodities that require additional declaration shall be written appropriately on the PC by the Phytosanitary Inspectors for the export of such commodities.

## **6.0 Agreed Actions & Comments**

- MOFA team led by Mr. Harry Bleppony to present a paper which will enable the Vegetable Roundtable (VRT) request for the use of the VAKPO pack house
- PPRSD to provide VRT participants with the new protocols and guidelines for the EU market
- PPRSD to share database of exporters with FAGE – (William Lamptey, PPRSD)
- PPRSD also organizes training programs for farmers; however associations must request for specific topics
- Time taken to receive test results from PPRSD head office proves the need for presence at the District levels
- Farmers require training on the pests & diseases affecting the industry, as well as the effective agro-inputs to use. Moreover, exporters must conduct quality assurance on the farms (when picking produce) rather than wait till at the airports.



## 7.0 Annex

### 7.1 Agenda

#### **AGENDA**

#### **1<sup>st</sup> National Vegetable Roundtable**

**28<sup>th</sup> November, 2018**

**AGI Annex Conference Room**

<b>Time</b>	<b>Activity</b>
<b>8.30 – 9.00</b>	Arrival & Registration
<b>9.00 – 9.10</b>	Opening Prayer & Introductions
<b>9.10 – 9.25</b>	Opening Remarks <ul style="list-style-type: none"><li>• FAGE</li><li>• GIZ – MOAP</li><li>• MOFA</li><li>• MOTI</li></ul>
<b>9.25 – 9.55</b>	Presentation I – SWOT Analysis of the Vegetable Sector <ul style="list-style-type: none"><li>• Strengths &amp; Weaknesses<ul style="list-style-type: none"><li>➤ S. N. Tackie – GAVEX</li></ul></li><li>• Opportunities &amp; Threats<ul style="list-style-type: none"><li>➤ Jemima Djah – SNV Hortifresh</li></ul></li></ul>
<b>9.55 – 10.10</b>	Q & A session
<b>10.10 – 10.30</b>	Coffee Break
<b>10.30 – 10.45</b>	Presentation II – Current Regulations for Vegetable Exports <ul style="list-style-type: none"><li>• William Lamptey – PPRSD</li></ul>
<b>10.45 – 11.00</b>	Q & A session
<b>11.00 – 11.15</b>	Next steps for the sector
<b>11.15 – 11.25</b>	Wrap Up & Closing <ul style="list-style-type: none"><li>• Chairperson</li></ul>
<b>11.25 – 12.00</b>	Lunch & Departure



## 7.2 List of Participants

### LAUNCH - VEGETABLE ROUNDTABLE

DATE: NOVEMBER 28, 2018

TIME: 9:00 AM

VENUE: AGI ANNEX CONFERENCE ROOM

NO.	PARTICIPANT'S NAME	ORGANIZATION	PHONE NUMBER	EMAIL ADDRESS
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### 7.3 Gallery



Fig1. Participants listen keenly during Q & A session



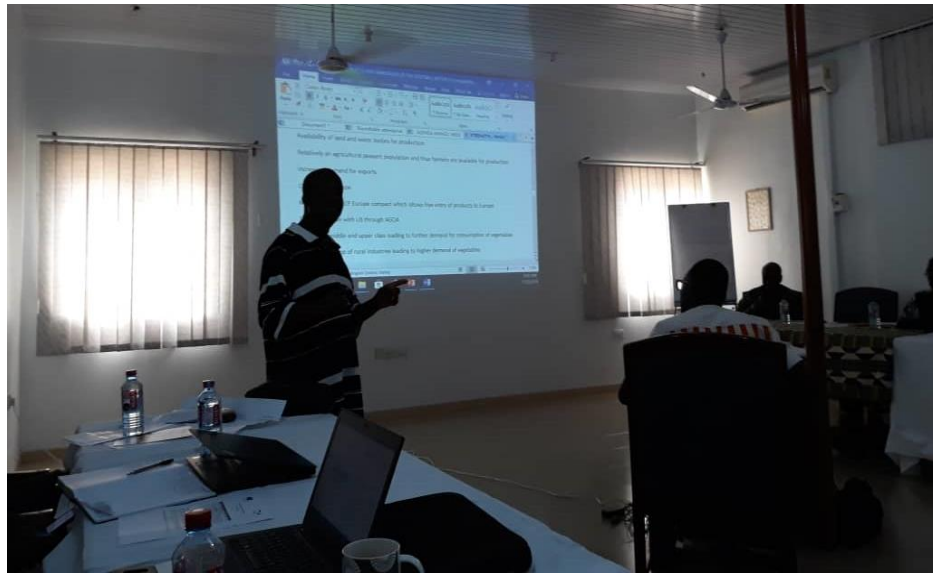


Fig 2. S. N. Tackie making a presentation on the Strengths & Weaknesses of the sector



Fig3. Moderator (Nana Kodwo Adentwi) addressing participants

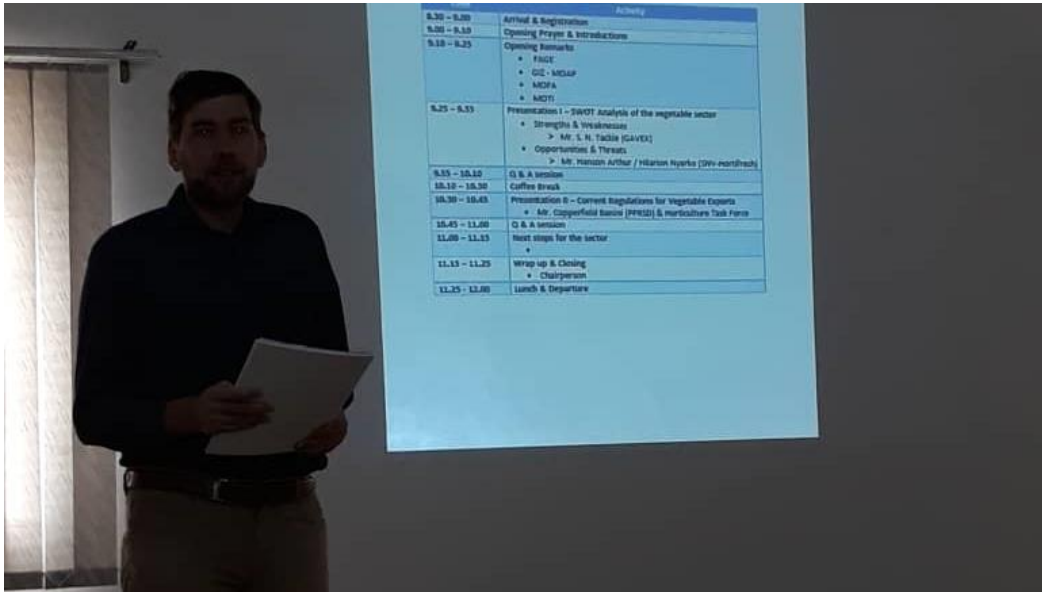


Fig4. Christoph Pannhausen delivers remarks from GIZ – MOAP

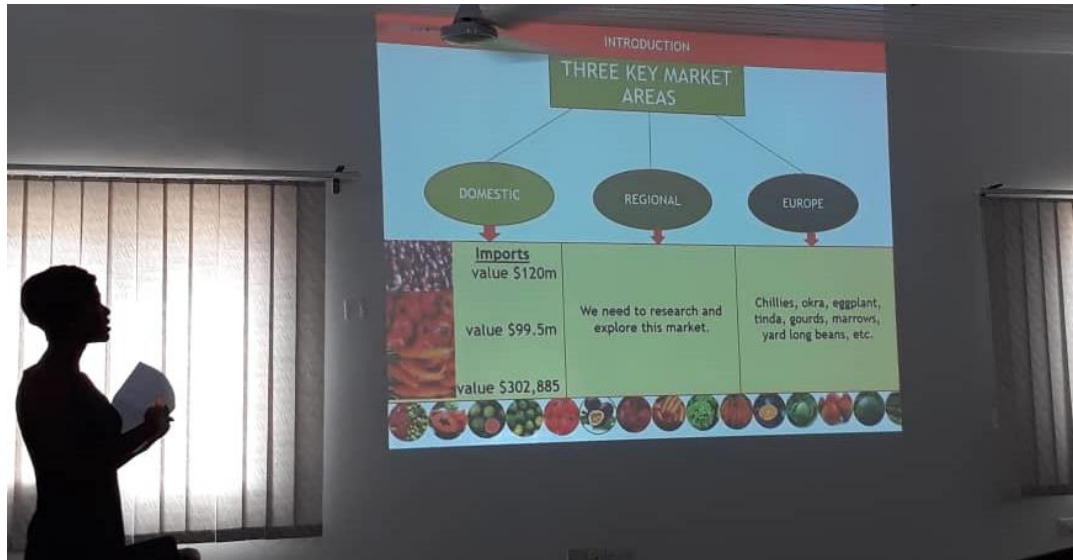


Fig5. Jemima during ‘Opportunities & Threats’ presentation



Fig6. William Lamptey during presentation