



**ssnup**

Smallholder Safety Net  
Upscaling Programme

## ADDING VALUE TO COCOA POD HUSKS TO IMPROVE SMALLHOLDER'S LIVELIHOOD IN GHANA



Africa



Latin America



Asia



Financial services



Non-financial services



Market building



Internal management

### CONTEXT

The resilience of cocoa farms today is very poor, and climate change is expected to exacerbate the situation. Nutrient mining by cultivated plants in the long run decreases the soil fertility and makes crops susceptible to diseases which results in yield decline. High rainfall in cocoa-growing areas, combined with in situ fermentation of cocoa beans, decreases soil pH. At a low pH, many elements become less available to plants, while others such as iron, aluminium and manganese become toxic to plants.

### CURRENT STATUS OF THE BENEFICIARY ORGANISATION

Koa was established in 2017 by entrepreneurs who wanted to establish a food processing business to create socioeconomic impact in rural areas in Ghana. Koa processes cocoa pulp into niche products for industry use, and has several other business lines in planning, all related to extracting the full value of the cocoa pod. From the start of its activities, Koa has been focussing on creating an additional income for cocoa farmers with the novel extraction of the cocoa pulp. The aim is to contribute to closing the living income gap that many cocoa farmers face in West Africa. The existing operations work with up to 2,000 farmers and more than 80 employees in rural Ghana. The cooperation with farmers is done directly without any intermediation and Koa works hand-in-hand with farmers on the cocoa pulp extractions from farm to factory. Koa plans to further expand its business in Ghana over the next 5 years.

### OBJECTIVE OF THE PROJECT

The project aims to improve farmer livelihoods and actively shape a sustainable food system for people and for the planet by developing biochar from cocoa husks at farmgate. This should improve soil quality and remediate acidic soils on cocoa farms, contribute to soil organic matter and soil fertility, remove carbon from the atmosphere and sequester in soil and improve smallholder's livelihood.

The main expected results are:

- Produce one ton of biochar per day, which equals to an input of 10 tons of fresh husk processed every day.
- Complete 120 days of biochar production.
- Source from 1,440 farmers.

### IMPACT INVESTOR



### BENEFICIARY ORGANISATION

Koa (SME) – Ghana

### TARGET

1,440 farmers

### AGRICULTURAL VALUE CHAIN

Cocoa

### STARTING DATE

October 2023

### DURATION

24 months

### TOTAL TA BUDGET

€ 494,000  
Including € 200,000 (40%)  
contribution from SSNUP



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