

**PROJECT DESCRIPTION****Tamaligu Organic Mango Outgrowers****Ghana****I. Introduction**

This appendix describes the activities to be undertaken and the results to be achieved with the funds obligated under this Agreement. Nothing in this Appendix A shall be construed as amending any of the definitions, conditions, or terms of the Agreement.

**II. Background**

Organic Mango Outgrower Association (OMOA) is an association based in the Northern Region of Ghana. The association is made up of 1,240 farmers growing organic/fair trade mangoes for export to the EU and maintains a partnership with a local organic mango nucleus farm, Integrated Tamale Fruits Company, Ltd (ITFC). OMOA would like to take advantage of increased market demand; however, lack of market knowledge, limited access to new technologies and certifications, and inefficiencies in the supply chain prevent the association from capitalizing on the market demand.

**III. Funding****A. ADF Contribution**

The financial plan for ADF's contribution is set forth in Appendix A-1 to this Agreement. The Parties may make changes to the financial plan without formal amendment, if such changes are made in accordance with Article 8 of the Agreement and do not cause ADF's contribution to exceed the obligated amount specified in Article 4, Section 4.1 of the Agreement.

**B. Client Contribution**

OMOA will contribute time and labor.

**IV. Project Goal**

The goal of the Project is to improve the standard of living for farmers in the Northern Region of Ghana.

## V. Project Purpose

The purpose of the Project is to increase the income of OMOA's employees and its suppliers in the following ways.

- A. OMOA's net income (before taxes and depreciation) will increase from the current baseline of GHS 0 to:
  - 1. GHS 2,000 in Year 1;
  - 2. GHS 4,000 in Year 2;
  - 3. GHS 4,000 in Year 3;
  - 4. GHS 38,000 in Year 4; and
  - 5. GHS 28,000 in Year 5.
  
- B. Individual farmer's income will increase from GHS 69 in the Project's base year to:
  - 1. GHS 49 in Year 1;
  - 2. GHS 102 in Year 2;
  - 3. GHS 96 in Year 3;
  - 4. GHS 640 in Year 4; and
  - 5. GHS 636 in Year 5.

## VI. Project Outputs

By the end of the Project period, the capacity of OMOA and its members to harvest, process, and market mangoes will increase as evidenced by the following.

- A. Increase in mango yield from the current zero kilograms per acre in the Project base year and Years 1 and 2 to:
  - 1. 1,550 kilograms/acre in Year 3;
  - 2. 1,550 kilograms/acre in Year 4; and
  - 3. 5,100 kilograms/acre in Year 5.
  
- B. Increase in the number of outgrower farms from zero in the Project base year to 40 by Year 1.
  
- C. Increase in OMOA's sales revenue from GHS 0 in the Project base year to:
  - 1. GHS 2,000 in Year 1;
  - 2. GHS 5,000 in Year 2;
  - 3. GHS 5,000 in Year 3;
  - 4. GHS 48,000 in Year 4; and
  - 5. GHS 150,000 in Year 5.

## VII. Project Activities

OMOA will ensure the following major activities are completed with the assistance of consultants where necessary.

- A. Improve the management and institutional capability of OMOA by:
  - 1. training OMOA management, staff, and lead farmers to acquire the necessary skills to improve leadership and better organize, train and interact with group members;
  - 2. establishing a Monitoring and Evaluation Committee comprising all stakeholders of the project that will meet bi-monthly to discuss the project's progress; and
  - 3. acquiring additional office equipment.
  
- B. Institute improved financial and operating procedures by training OMOA management, staff and lead farmers in financial and business skills.
  
- C. Improve mango production systems by:
  - 1. improving product quality through acquisition and use of mango farming tools and equipment;
  - 2. improving product quality through annual certification;
  - 3. conducting annual leaf analysis and soil deficiency tests;
  - 4. improving the quality of mango seedlings available to farmer members;
  - 5. procuring and using organic fertilizer for continuous yield improvement;
  - 6. mobilizing existing members and recruiting new members;
  - 7. establishing a farmers land title; and
  - 8. training farmers in best agronomic practices.

## VIII. Roles and Responsibilities of the Parties

ADF's Partner in Ghana will provide the standard ADF training in bookkeeping, monitoring and assessment. OMOA is responsible for ensuring the proper management and implementation of the Grant. The ADF Partner in Ghana will provide OMOA with technical and management assistance during implementation.

## IX. Monitoring and Evaluation

ADF's partner in Ghana will closely monitor the activities of the Association to ensure proper reporting, adherence to the Project implementation plan by the Association and movement towards the achievement of Project objectives. The Partner will continuously assess risks and take remedial action as needed. Monitoring by the Partner will be an important aspect of the on-going coaching and advisory service. The Partner will review ADF's quarterly reports and will submit comments and observations to the management of the Association as part of the on-going performance assessment.