

**Consultancy terms of reference -
Improvement of cashew agronomy and development of enhanced value chain
benefiting farmers in the Tain II Forest Reserve landscape**

Form Ghana Limited is involved since 2013 in reforestation of the Tain II Forest Reserve in the Brong Ahafo Region of Ghana. Through a Public-Private Partnership (PPP) agreement with Ghana's Forestry Commission and the Traditional Authorities in the area, Form Ghana is replanting the degraded sections of the forest reserve with teak, while indigenous tree species are replanted in sections with remnant natural vegetation.

Local stakeholders have approached Form Ghana also to support land development and restoration in the fringe area surrounding the Tain II Forest Reserve, to reverse the process of on-going land degradation and to restore productivity of the landscape. To this end, Form International, a sister company of Form Ghana started the Tain II Forest Reserve Landscape Programme in 2017. Under governance from a landscape coordination body, the project will promote measures to stem fire incidence in the landscape; to promote climate smart agriculture, agro-forestry, woodlots, as well as measures towards nature conservation and restoration.

A general report on the agronomic development options was produced in June 2018. Now, the project wants to get a deeper understanding of the perspectives for cashew production. Core concerns include:

- Is there perhaps a situation of over-supply? What is the global market outlook for cashew?
- We see little uptake of grafted seedlings in our area; dense spacing; no fertiliser application or pest management of cashew trees. Is there scope or not for significant yield improvement when using best practices?
- Farmers seem price-takers under current marketing practices (selling raw kernels) and have to accept prices as offered to them by buying agents. Can marketing practices be improved? Is e.g. local processing near project site feasible or recommendable?
- Can certification offer added value in terms of market access or price premiums?

The above questions need to be specifically answered in the report.

The consultancy is to proceed in two stages, as follows:

Part 1 (5 days): Consultancy on best practices for cashew agronomy, and enhancement of the value chain

Production of a report on:

1. Cashew agronomy:
 - a. Recommended varieties (available in Ghana or neighbouring countries) and their yield curves (life cycle)
 - b. Recommended crop management practices (spacing, fertiliser application, pest control, tree management, weed suppression or inter-cropping), including timing and frequency
 - c. Detailed cost estimation and gross margin calculation
2. Cashew value chain:
 - a. Description of national and international market trend and prices
 - b. Current market channels in Ghana, buying practices and price formation (farm level)
 - c. Recommendations for value enhancement for farmers

Part 2 (5 days): Outlining of a project intervention for enhancement of cashew production and marketing

Upon approval of the report for part 1, a follow-up report is expected on:

1. Alternatives to selling (ungraded) cashew raw kernels and their technical arrangements (capital assets, grading system, etc.)
2. Investment needs for these alternatives (investment; recurrent costs; and possible sources of funding)
3. Steps for securing the corresponding supply base, short-term vs long-term
4. Technical assistance to farmers needed for these alternatives

Depending on the findings and the approach selected by the project, additional assistance will be sought for development of an actual (bankable) technical and financial model for improved cashew production with farmers in the Tain II FR landscape.

The consultancy is to be implemented in the month of December 2018. Proposals are welcome before December 3rd. Proposals must include a summary of activities and time frame; and must specify fee and other costs (e.g. lodging or transport). Proposals can be submitted to the Programme Director, Wim Ellenbroek via w.ellenbroek@forminternational.nl or call 055-6782955.