

Project Title: **Strengthening of the North-West Co-operative Association Ltd. (NWCA) as efficient service provider for smallholder coffee farmers**

Location: North-West Province with capital Bamenda

- 30,000 smallholder farmers grouped under North-West Co-operative Association (NWCA)
- Production of about 1,200 t of Arabica and 240 t of Robusta
- Altitude from 400-1,800 m

Project Partners: North-West Co-operative Association (NWCA)
 German Agency for Technical Cooperation (GTZ)
 Deutsche Investitions- und Entwicklungsgesellschaft (DEG)
 Stichting Nederlandse Vrijwilligers (SNV)
 International Coffee Partners GmbH (ICP)



Project Duration: 4 Years;
 from 12/2002 to 11/2006

Project Value: EURO 700.000
 Besides ICP the contributors are GTZ, DEG, SNV and NWCA

Problem Description: The North West Province is one of the most densely populated areas of the country, where the level of unemployment is higher and per capita income lower than the national average. The active population mainly comprises of small holder farmers many of whom are traditional coffee producers. The Arabica coffees they produce can only be sold at significant discounts in the international market, so that farm gate prices are rather low.

About 30.000 of these smallholder coffee farmers are members of 16 Coffee Co-operative Unions and their 172 Primary Societies, which in turn conform the North West Co-operative Association (NWCA) as their apex organisation. NWCA's major activity is the marketing of coffee beans (arabica/robusta) in the international market. Its services include input supply, coffee extension, crop handling processing and marketing. NWCA can not fulfil these crucial functions due to shortcomings that exist in different areas

such as production, processing, commercialisation and management.

Project Approach: The Project contributes to increase the economic benefit of coffee for the communities belonging to the NWCA by improving coffee quality and professionalism of the organisation's management and services. A strengthening of management capacity including business planning and performance monitoring of activities and finance is achieved by providing coffee specific expert know how and training. NWCA and its cooperative unions are assisted in their profound organisational restructuring process encompassing downsizing and focussing on the core business activities. Better analysis of target markets is supported as well as the assessment of market information. Coffee specific expert know how and training leads to better quality control and management. Finally support is given to the agricultural extension activities as well as to NWCA's interaction with the cooperation and primary societies.

Beneficiaries: Benefits are expected to support approx. 30,000 smallholder coffee farmers under the NWCA as well as NWCA technical- and managerial staff. The average family size per farmer consists of 6 – 7 persons.

Project Coordination: EDE Consulting

Project Office: Bamenda, North West Province