

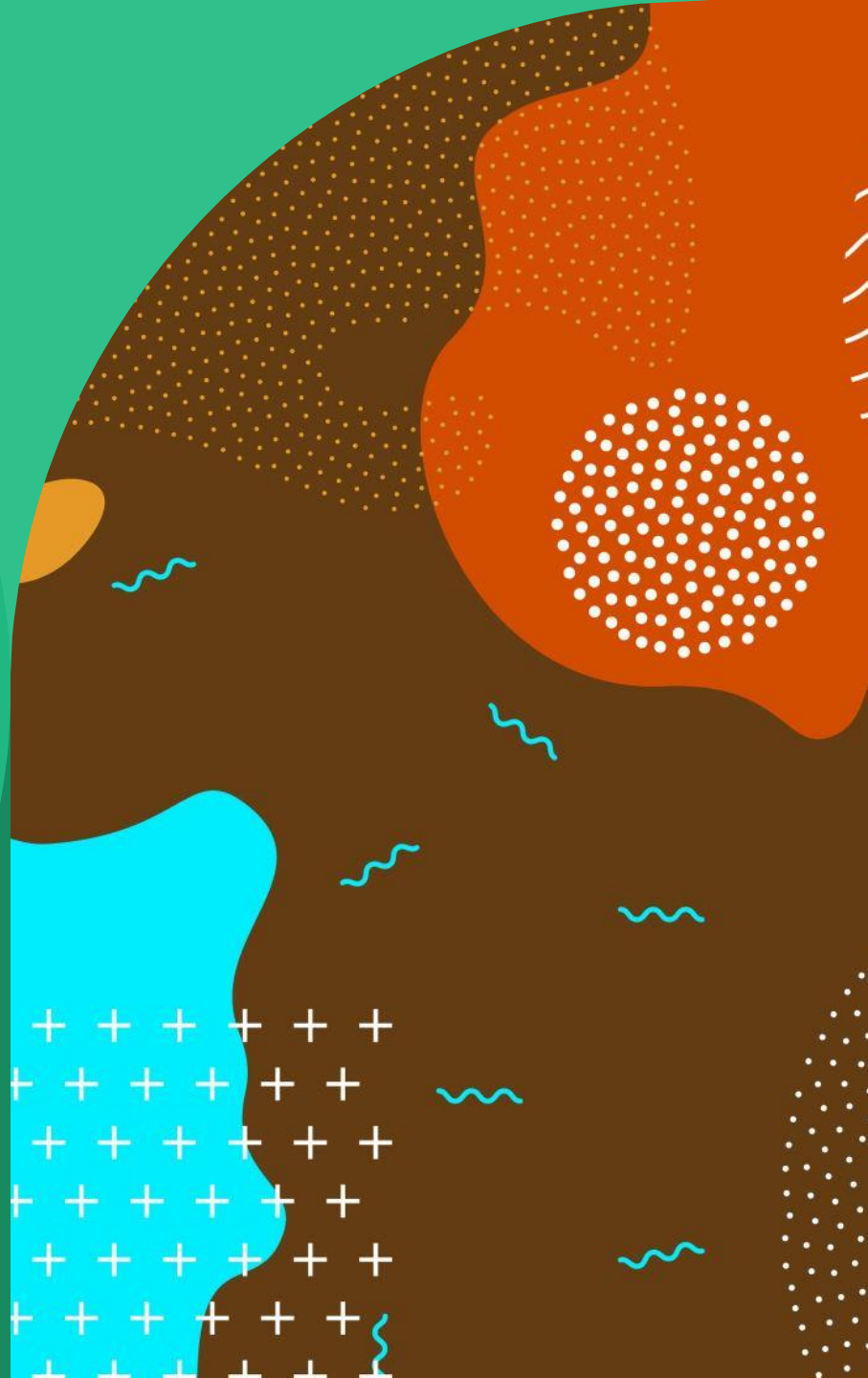


# Ghana Federation of Forest and Farm Producers –GhaFFaP

HOW GHAFFAP DELIVERS BUSINESS  
INCUBATION SERVICES IN GHANA

CBNE FORUM

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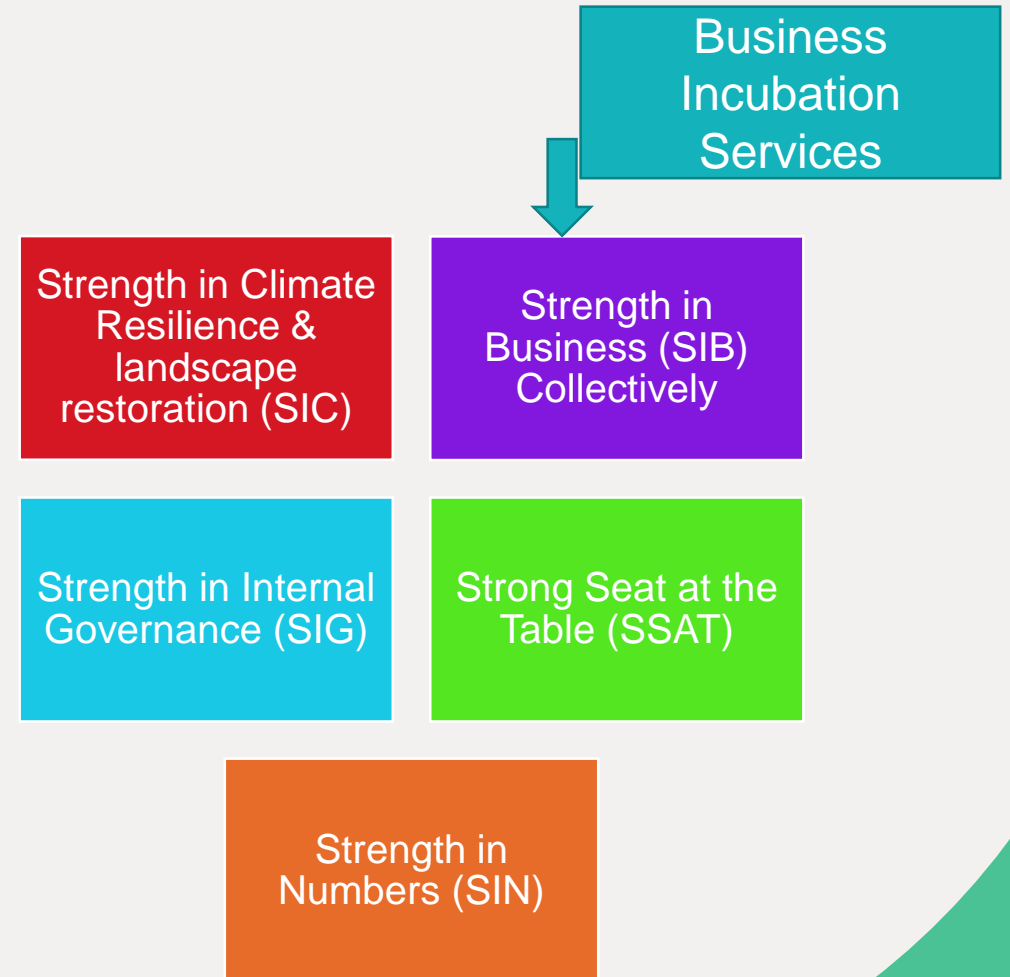
# About GhaFFaP

- GhaFFaP is a national federation of FFPOs
- Membership of over **1 million** smallholder forest and farm producers – found in 3 ecological zones :

**Forest, Transition** and **Savanna** ecological zones

- Learn more about GhaFFaP :

[www.ghaffap.org](http://www.ghaffap.org)



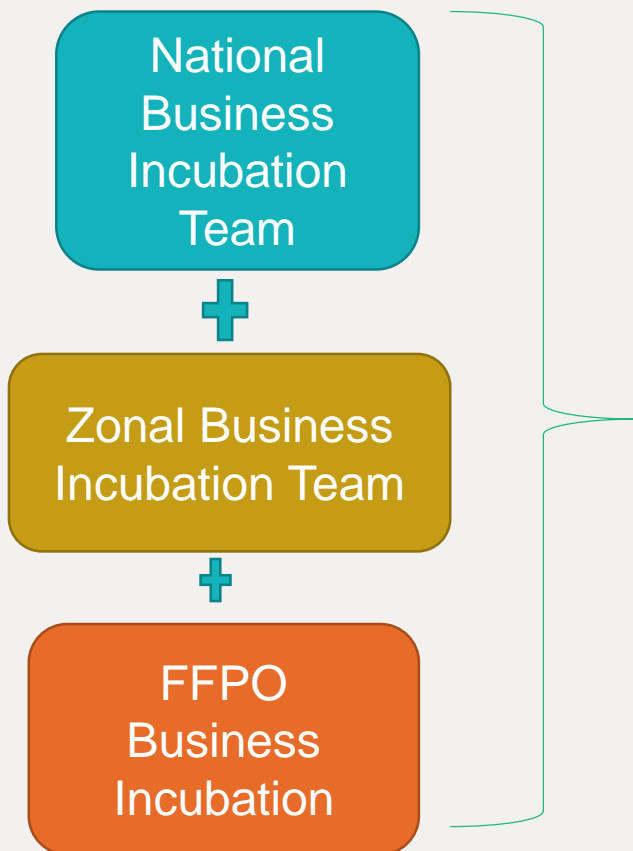
# Why the GhaFFaP business unit

- To provide **tailor-made** business incubation services to GhaFFaP members – recognising that smallholders require specific capacities
- To ensure GhaFFaP member FFPOs can catalyse **strength in numbers for product aggregation**-increasing market share
- Provide for structured and continuous **research & development** providing essential information for FFPO business decisions
- Building FFPO internal business incubation capacities to enable them working **independently in the long-term**



# Elements of GhaFFaP Business incubation

## Structure of GhaFFaP BIT



**Demand Driven**

**Business Incubation**  
present at all levels of  
GhaFFaP structures

- Supporting FFPO business **transformation** using 'the Basket of Products' Approach



# Case study 1 : ABOFA (Transition Zone)

## Aggregation and marketing of Cashew & Organic Mango



## **CASE STUDY 2 – KANBAOCU ( Savanna Zone)**

### **Aggregation and Value addition - Baobab & Shea**



# Financing GhaFFaP Business Incubation

- Current Financing : Mainly at FFPO Level
- Currently working towards : Zonal & National level financing of Business incubation





# Sharing best practices on successful business incubation

- Learning visits
- GhaFFaP Zonal Round-tables
- Monthly & Quarterly GhaFFaP Business Incubation Team meetings
- Case studies –
- GhaFFaP National Dialogues

# Closing

- Business incubation **critical for successful** FFPO businesses
- A carefully structured approach required for **financing business** incubation services
- GhaFFaP member **Village Savings Loans (VSL) Schemes** provide a useful entry point for evolving a robust business incubation financing mechanism

