Ministry of Foreign Affairs

Activity: ACC EWS Knowledge Transfer 2025-2029 (25-0000921)

Id	25-0000921
Date	26-06-2025
SAP application number	

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Key data

Activity basics

Type	Standard
Short name	ACC EWS Knowledge Transfer 2025-2029
Contract party	East-west Seed Knowledge Transfer Foundation Limited by Guarantee (30096651)
ODA	Yes
Amount and Currency	1800000 USD
Amount EUR	1611000
Start date	01-07-2025
End date	30-06-2029
Full name	East West Seed Knowledge Transfer - Transforming Vegetable Farming as a Business: Scaling up
Summary	Building on an earlier activity implemented by East West Seed Knowledge Transfer this project focuses on training farmers on effective agricultural practices. Doing so will increase productivity and promote entrepreneurial practices. The project will increase the capacity of almost 40.000 farmers through better seeds and improved farming practices, consequently contributing to better yields and profit. Moreover, this project will position vegetables as an attractive business opportunity for smallholder farmers, thereby catalyzing development of a professional vegetable sector while at the same time facilitating the development of a competitive agri-input market.

Activity details

Date of receipt of proposal	10-04-2025
Proposal’s reference number	MINBUZA-2025.2247955
Budget holder	Ambassade Accra (8221ACC)
Limit access	No
Related activity	23-0000899

Accounting data

SAP application number	
Funds center	ACC GH Private sector development contr (1701U03020001)

Policy data

Aid modality	Project support
Technical assistance	Between 10% (inclusive.) and 25% (exclusive) of the activity budget
Beneficiary location	Country
Country	Ghana
Location type	
Specific location	
CRS code	31181 Agricultural education/training
Policy Keywords	
Refugees & host communities	No
Team Europe Initiative	No
Policy Markers	
__Trade & The Economy	Significant
_Security & Stability	Not targeted
Biodiversity	Not targeted
Climate change: adaptation	Significant
Climate change: mitigation	Not targeted
Desertification	Not targeted
Equality between men & women	Significant
Migration	Not targeted
Private sector development	Principal
Explain your choices	The activity focuses on developing the private sector in Ghana, turning low productivity Small Holder Farmers into entrepreneurs with more access to markets and better quality products. To achieve this EWS works together with a number of Dutch companies that provide quality inputs that are needed to increase productivity. The activity contributes to climate change adaptation by putting a strong focus on climate-smart agriculture with crop diversification and other such practices. Furthermore, the project focuses significantly on advancing equality between men and women by implementing some preliminary recommendations from studies hereon, such as creating more inclusive training formats and timetables to accommodate women's roles as caretakers and their concerns for safety and security.

Policy Appraisal

Policy relevance

What policy objectives, as set out in the annual plan, policy notes etc., will this activity contribute to?

This activity with East West Seed Knowledge Transfer (EWSKT) fits well within the focus of the Netherlands in Ghana, specified in the Multi Annual Country Strategy (MACS), Annual Plan (AP), Programmatic Approach on Sustainable Economic Development interventions (PADEO) and the Combination approach (Combi) objectives. The embassy has been instructed - as part of these pilot projects - to mainstream all its activities towards interventions set out in two specific value chains. One of them is **the development within the horticultural (fruits and vegetables) value chain in Ghana**.

The overall objective for the horticulture track is to contribute to transforming the horticultural sector in Ghana into a vibrant, sustainable and competitive sector that offers employment opportunities for youth. The Netherlands aspires to help transform this sector in terms of food security, job creation, climate smart practices and making the sector more competitive. This will be achieved by **making use of the technological knowledge and expertise of the Dutch private sector**. The Netherlands will make use of an evidence-based systems approach to decrease fragmentation, increase (international) coordination, and align Ghanaian and Dutch (private sector) needs to create long term, sustainable economic impact (PADEO).

Rationale

What issue/problem will be addressed by the activity

Over 2 million people in Ghana are involved in vegetable production, with the majority being small-scale farmers who rely on the sector for their livelihood. This sector also serves as a significant source of nutrition for millions of people. Unfortunately, the consumption of vegetables in Ghana is only 46% of the recommended amount for healthy living, leading to severe physical and cognitive health constraints, which also negatively impacts the long-term economic development in poorer communities. The growing demand for better quality, safe, and nutritionally dense vegetables presents an economic and social opportunity. However, despite its potential, vegetable farming in Ghana faces challenges such as low profitability and productivity, limited access to production knowledge, poor infrastructure, and a lack of quality inputs. The majority of farmers rely on traditional techniques, with yields below their potential. To address these challenges, there is a need for improved production knowledge, better access to inputs, and an understanding of quality requirements for farmers to become more competitive in the market.
More specifically, the embassy conducted several studies in this value chain, identifying the main challenges that hamper growth with the horticulture sector. These can be brought down to:
To that extend, the embassy conducted several studies in this value chain, identifying the main challenges that hamper growth within the sector. These can be brought down to three challenges:

1. Lack of an enabling environment within the sector;
2. Lack of access to finance for horticultural entrepreneurs;
3. Lack of the necessary skills to become an efficient and productive farmer and entrepreneur.

Why does the activity help to address the issue/problem?

To tackle the aforementioned challenges the embassy has set up a number of activities with various stakeholders, centrally or decentrally funded, to support the creation of a system that is conducive to the professionalization of this sector. These interventions are all linked to one or more pillars mentioned in the previous paragraphs. This group of stakeholder is unofficially named the **POMBI group**, an abbreviation between PADEO and Combi.
Other POMBI partners supported by the EKN are: IDH (impact nr. 24-0000348) and TAHMO (impact nr. 23-0002445) but also the ACHI combi track activity (PSD Toolkit and Combi budget of RVO), Netherlands Trust Fund V (centrally funded by DDE), CBI (funded by RVO) amongst others. Another activity operating with similar stakeholders is the *Private Sector Development programme* of the Ghana Netherlands Business and Culture Council (GNBCC), IMPACT nr. 10-0001676. This activity produced the set-up of the Horticultural Business Platform (HBP), a sector organization for the horticultural value chain in Ghana. The HBP will functions as a landing ground for Dutch horticultural companies, entering the Ghanaian market and as a vehicle to introduce climate smart practices to a group of farmers that is receptive to transformation.
To complement the current programming addressing the sector's challenges, this activity focuses on supporting and training smallholder growers in various regions of Ghana. The emphasis is on a different target group: while the ACHI programme targets more professional growers, those eligible to participate in colleges, this activity focuses on growers who have mostly learned from their parents or peers and may not be using the best techniques. Together, these two interventions cover two major groups of smallholder farmers in Ghana, enabling broader and more systemic change within the entire horticulture ecosystem.
Creating a skilled Ghanaian private sector in horticulture is necessary to grow the overall productivity in the sector. The farmers that are trained by this activity, are potentially ready to become suppliers to off takers in other activities implemented by the EKN.
Following the POMBI approach, the EKN first asked EWSKT to pilot this activity to identify initial challenges and key lessons learned. These insights will help scale up the activity after the current proposal.

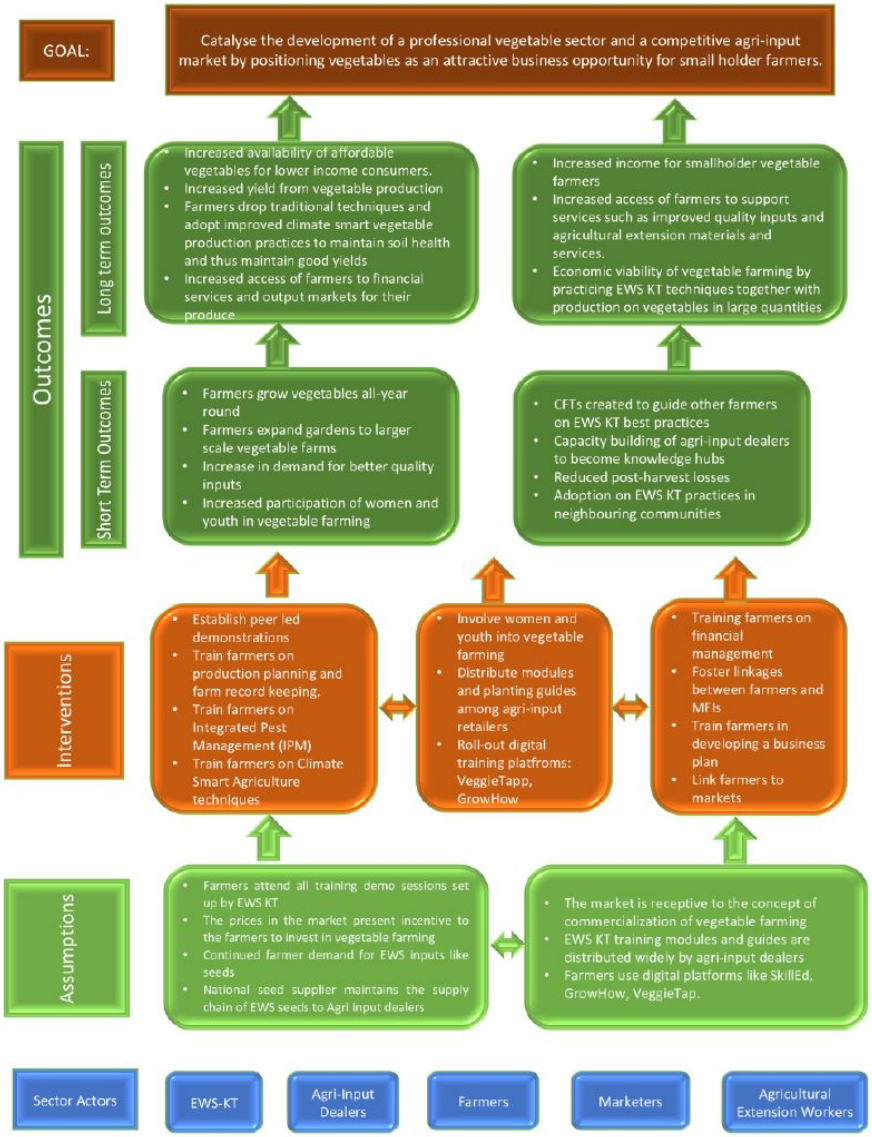
For ODA activities over EUR 250.000, please explain the Theory of Change

The project aims to increase vegetable production and productivity by positioning vegetable production as an attractive business opportunity that will improve the livelihoods of smallholder farmers in Ghana. If farmers are trained and equipped with technical skills and knowledge in good agronomic practices through our demonstration farms, and they have access to well informed agri-input wholesalers who provide them with appropriate farm inputs and high quality seeds, they will realize improved yield.
When farmers are linked to produce buyers and local off-takers improved yields will directly translate to an increased income as the additional produce can be sold. To facilitate the scale up of production, EWS-KT shall also seek collaboration with organizations that work in and with markets such as IDH and Agriterra who can expedite connectivity with farmers to markets.
The underlying assumptions are summarized as below (see also annexe 1 of the proposal):

- Smallholder farmers attend all training demo sessions set up by EWS KT;
- The prices in the market present incentive to the farmers to invest in vegetable farming;
- Continued demand by farmers for EWS inputs like seeds;
- National seed supplier maintains the supply chain of EWS inputs to Agri- Input dealers;
- The market is receptive to the concept of commercialization of vegetable farming;
- EWS KT training modules and planting guides are distributed widely by agri-input dealers;
- Financial institutions like Microfinance Institutions (MFIs) provide financial services favorable to the farmers;
- Farmers use of SkillEd, mobile App.

EWS KT follows an holistic approach and identifies a number of key stakeholders in the sector in their activity. Furthermore, the learning from the first pilot project to work more closely with the agri-input dealers will complement the results in the activity as they will provide better advice to farmers, increasing productivity. If the above assumptions - also tested in the pilot phase - are followed, together with the interventions, it is likely that the foreseen outcomes are realized. Especially because EWS KT has already tried out the interventions and outputs.
The three mentioned demo plots and learning sites will function as a knowledge hub for growers which will allow them to adopt practices. That will increase productivity which leads to higher incomes and increased availability of affordable vegetables.

Model:



Contextual analysis

Who is/are the target group(s) and why?

The main target audience is small holder farmers who have mostly learned from their parents or peers and may not be using the best techniques

Who are the other main stakeholders?

The activity's main stakeholders are as follows:

- Market linkage officers;
- Traders and aggregators;
- Local colleges and the University of Ghana;
- (60) Agri-input dealer;
- Local media such as radio-stations to expand the reach of the programme.

Not necessarily a target group, but important for the POMBI approach is their intended partnerships with other stakeholders / donors / companies in the horticultural value chain in Ghana such as IDH, ACHI and others.

To what extent have stakeholders been involved in formulating the proposal?

EWS KT is part of the POMBI group and has implemented a one year pilot project. They have been working with several partners that are key in the development of the broader sector. A number of partners have been consulted for this proposal, and they are expected stay parents in the future. These include: IDH, TAHMO, GNBCC, Horticultural Business Platform, Agriterra, JICA and the Ministry of Food and Agriculture.

Is the intervention aimed at a specific geographical location, and if so, why?

Progressing from our existing operational areas of Bono, Bono East, and Ahafo regions, we're expanding our reach to the Ashanti region and potentially the North of Ghana. Bono, Bono East, and Ahafo regions are areas with strong and large farming communities and were part of the pilot activity. The Ashanti region has a similar climate and also has a large farming community and would thus benefit from the intervention. Northern Ghana is interesting for specific crops such as unions and has a strong development perspective as the area is currently less economically developed.

Added value

What is the added value of the Dutch government being involved in relation to other donors, the EU, NGOs and local authorities?

NL plays an important role in bringing all the interventions in horticulture in Ghana together. As mentioned earlier, this and other activities are part of the POMBI platform that aligns interventions in the value chain. The POMBI group brings together key companies in the sector, other donors, civil society, knowledge institutes and government, all focused on transforming the value chain. Without NL involvement, all stakeholders could easily return to their old practices and work in their respective silos.
The Netherlands also has specific knowledge and expertise in the field of horticulture and is making that knowledge available to the aforementioned actors. This improves interventions and makes partnerships easier to establish, improving the overall impact.
It is clear EWS KT is ready to take up its part in the proposal as they align themselves with other interventions. The EU, at some point, might also participate through the activity they are implementing with RVO. However, the rigidity of their programme might prevent a true partnership and opportunities should thus be evaluated within this context.

Are the recipients making an own contribution or co-participating in the activity, and if so, to what extent?

The total project amount is USD 2,793,430, the EWS KT contribution is USD 993,430. A contribution of USD 1,800,000 is thus requested, denoting that EWS KT is covering 35.5% of the intervention. No other partners are financially contributing and EWS KT is the sole implementing organization, although they will form partnerships (which is heavily encouraged).

Lessons learned

What lessons learned (from previous or comparable activities, published evaluations, relevant publications) will be addressed by the activity?

EWS KT implemented a 1.5 year pilot project which resulted in important lessons learned, which can be found below. These lessons learned have been incorporated into the activity.

1. The demonstration sites have drawn significant interest from curious farmers, eager to learn about sustainable techniques. Adoption of improved techniques is a step-by-step process. Risk adverse farmers need time to develop confidence. Our first full year of fieldwork in Ghana brought noticeable changes to farmers' productivity and practices. Notably, 48% of trained farmers have already adopted at least five of KT's innovative methods. New seedling systems—covered ground nurseries, seedling trays, or eco-friendly leaf pots—are the most adopted techniques. Farmers are also eager to implement land preparation techniques like raised beds, optimal plant layout, trellising, and mulching, and to select improved vegetable varieties for their agronomic and marketing traits. Completing the top 5 adopted practices are effective nutrient management and responsible pest and disease management, providing farmers with a strong foundation for future growth.
2. Training on our demo sites has sharpened farmers' business skills through business plan preparation and financial analysis. Participants now understand ROI and cost-benefit analysis, applying this knowledge to optimize operations. Results show impressive returns, with 30%+ profit margins achieved in multiple demos.
3. Starting up in a new country takes careful investment of time and staff development.
    1. Investing in training of the field staff.
    2. Adequate time investment is needed for farmer community entry.
    3. Most farmers take time to observe before adopting new technologies.
4. Drawing from experiences in other African countries, we estimated that each fully trained Technical Field Officer (TFO) could eventually, possibly train 1,000 farmers per year. In Bono, Bono East, and Ahafo regions of Ghana, farmers are more geographically scattered and often expect free handouts. As a result a greater effort is required in these regions to encourage farmers' participation in our programs. Based on the unique needs of farmers in this region, and our M&E data of the past year, we can more accurately estimate a target of 520 farmers intensively trained per TFO. In addition, we have tested some measures to expand our outreach, including publicizing our training programs through Community Information Announcements, and piloting a new role, Assistant Field Trainers, to increase community engagement and farmer recruitment.
5. Farmers are generally not organised and hence do not have the benefit of organized marketing, let alone sourcing of inputs.
6. Our influence extends beyond the farmers directly trained by EWS-KT staff. We also impact those who visit the learning sites informally, neighboring farmers who observe the development on the demo sites without joining the training, and farmers who learn from other adopting farmers. However, we need to build on our existing data collection methods to more accurately capture and measure this broader impact.

7. We are guiding farmers through our training program from seedling to harvest twice, once during the rainy season and once during the dry season. It is crucial to provide training to farmers during both the dry and rainy seasons to ensure their readiness for various agricultural challenges throughout the year.
8. The timing of setting up demos needs to be aligned with the seasons. This means implementing the first demo during the rainy season and commencing the second demo at the onset of the subsequent short rainy season, which extends into the dry season. Delaying the start of the second demo risks its maintenance during the dry season peak when water resources become extremely scarce, posing significant challenges.
9. Our collaboration with government extension services has been instrumental in helping us reach more farmers effectively. Additionally, partnering with other key players in the food system, such as local agri-input dealers, has been vital in delivering a holistic intervention. EWS has been exploring possibilities of partnering with JICA, regarding community entry and mobilizing farmers, as they have been working in some communities in the Bono region, in a similar approach.

The above mentioned lessons learned have been discussed with the EKN on multiple occasions, also as part of the POMBI PMEL strategy. The lessons learned were also shared with the other POMBI members in order to facilitate learning. The EKN assesses that this transparent reporting contributes to the overall impact of not only the EWS KT pilot, but also other activities within POMBI. The lessons learned provide a strong foundation for the scaling up proposal.

Durability

How will the results of the activity be sustained after its end date? What is the exit-strategy?

Specific pillars contribution to the sustainability are as follows:

- Institutionalization of the learning site in a university: Having a learning site at the University of Ghana institutionalizes Good Agricultural Practices (GAP) in this institution. This allows the institution to continuously produce graduates that have relevant knowledge and practical skills needed by the farming sector.
- Sector professionals - Agricultural extension workers (government, NGOs) trained, the training-of-trainers, over time, they work independently, training farmers. They will remain in those communities as a mandate of the government or NGOs to provide extension services to the farmers for years.
- Key farmers as perpetual sources of information - EWS-KT promotes a peer learning approach by capacitating key farmers to manage practical (technical) demonstrations showcasing profitable and sustainable cultivation techniques. These key farmers (Community Field Trainers-CFT) will continue acting as hubs of technical information for the benefit of their peers. They render extension services to neighboring farmers on a voluntary basis.
- Capacitated smallholder farmers - EWS-KT's approach is epitomized by training of farmers through demonstrations on farmers' fields. The project aims to directly train 39,520 smallholder farmers in vegetable production and marketing, significantly increasing their yields and incomes. Smallholder farmers equipped with vegetable production and marketing skills, along with business skills, will be able to manage their farms profitably and hence the rural economy will gravitate towards a circular economy. The skills will be embedded in their communities. Farmers making a profit will be able to purchase inputs and hence bring sustainability to their enterprises.
- East-West Seed Company - EWS uses knowledge transfer as a strategy for developing new markets. What EWS-KT brings in public benefit is therefore complemented and further enhanced by the market development activities of the company. Together, the parallel activities of EWS-KT and EWS company benefit the farming community with the knowledge that they need as well as a sustainable source of quality farm inputs for their future. The company has established its business in Ghana; it is there to stay, providing both quality seeds and technical support to the farmers. So the company will still be operating in the target areas long after the project ends. Not only does this enable trained farmers to continue accessing new knowledge - but it also enables reaching other farmers who had no direct exposure to KT activities.
- Digital media - EWS-KT has been using digital media to reach a wide audience. These digital media platforms include GrowHow , Youtube and Podcast. These media are especially attractive to the youth. For example, our Facebook page has so far reached over 10k farmers. The social media platforms will remain active after project completion and EWS-KT's extension officers will remain to be closely involved (e.g. addressing questions of smallholder farmers on good agricultural practices). This will be funded by EWS-KT's yearly budget and does not require outside funding. The digital market information system will remain accessible to farmers and will be updated and improved on a continuous basis.
- Trained input-dealers: Input-dealers trained are identified by farmers as their closest hub for enquiry. Demos are conducted with input-dealers in order to complement their knowledge on vegetable production. The project will drive the demand for more farm inputs - catalyzing new markets: i.e. trellising rope, plastic mulch, trellising poles, sticky trap, lime, neem extract and horticultural fertilizers among others. Farmers also go to input dealers for advice. Trained input dealers will remain a source of quality technical advice for farmers.

Most of the training will remain available and the farmers that are trained are likely to apply most of the lessons learned after the programme has ended. Other measures will continue to remain available, especially also because EWS has a commercial office that is operating in Ghana.

Gender

Does the proposal include a gender analysis? If yes, what are the main outcomes? If no, why not?

EWS-KT has completed several gender studies to better understand the opportunities for marginalized women to contribute to sustainable vegetable production systems and build the capacity of KT teams to understand gender issues and improve programming in KT working areas. EWS and KT will use the recommendations from the most recent study (Nigeria, 2024) to actualize concrete strategies for empowering women in vegetable farming. Some preliminary recommendations center on creating more inclusive training formats and timetables to accommodate women's roles as caretakers and their concerns for safety and security.

To encourage balanced and actively engaged training events, and to ensure that the knowledge is most effectively spread within the community, EWS will work toward increasing the participation of women in training events. This will be influenced by ensuring that **40% of the key farmers we support are women**.

Other key findings were:

1. EWS-KT may want to adopt some tried and tested approaches such as entrepreneurship training, Gender Action Learning Systems (GALS), and village savings and loans (VSL). These approaches are vital for women. They can allow more women to save and to access credit, giving them a platform through which they can access business investment and growth opportunities as well as the benefits of a protective social structure - all of which bring increased stability and availability of funding support in their farming lives.
2. Given the findings on access to training and the multiple IPM roles that women farmers in Nigeria undertake, improved knowledge of pest and disease management will support the women farmers tremendously. Hence, there is the need to organize more meetings and technical training sessions specifically targeting women farmers.
3. Findings revealed that there are restrictive norms and gender inequality, as women farmers need to seek consent from their spouses before they can do several things. It is therefore suggested to provide training for both men and women and the communities at large on gender equality and how women's empowerment strengthens the family as a whole.
4. Finally, since one of the key challenges that women farmers face is access to inputs, promoting accessibility for quality agro-inputs should be a core of what EWS-KT initiatives focus on in terms of programming for women farmers

Does the proposal justify the target group's gender-specific interests and needs (and why)? Please explain.

The current proposal also includes elements of the gender study mentioned above. Entrepreneurial training (1) is part of the activity and as mentioned in the pilot project final narrative report is also a challenging element due to the low adoption rate of data collection by farmers.

Although it is not in the report, the EKN knows that EWS is also talking to the implementers of the ACHI project on this. With regard to adoption of IPM and other farming techniques (2) the activity will also learn from the pilot phase of the project: Training on our demo sites has sharpened farmers' business skills through business plan preparation and financial analysis. Participants now understand ROI and cost-benefit analysis, applying this knowledge to optimize operations. Results show impressive returns, with 30%+ profit margins achieved in multiple demos. Lastly, EWS KT will work on recommendation (4) by providing access to high quality inputs, not only through the learning sites, but also through supporting the input shops.

Have women and young people been included in the stakeholder analysis? Please explain.

The proposal formulated by EWS KT was built upon the lessons learned in the pilot phase of the activity: During the reporting period, a total of 7,733 farmers were successfully trained on improved farming practices. Out of this, 3,687 of them were women, representing 48% of the total, whereas men were 4,046, accounting for 52% of the total. A total of 3,554 of the farmers were youth (aged 18-35), representing 46% of the total farmers trained. Of the total farmers trained, 265 were key farmers, comprising 19% (50) women and 81% (215) men. Youth accounted for 32% (85) of the total key farmers trained.

This stakeholder group provided information, collected also through digital means such as EWS KT VeggieTap, GhrowHow and SKillED apps. This data provided input necessary to draft the proposal, focusing on a 40% youth and women participation.

Climate change

Does the proposal include an analysis of the possible effects of climate change on the activity or its results?

The proposal does not include an analysis of the possible effects on climate change during the activity. Many of the farmers/growers that EWS KT will target are already cultivating land and it is not likely that large parts of land will be cleared in order to expand farming. EWS KT is, however, placing climate smart agricultural practices at the core of the activity and results. They - once again - build upon the lessons learned during the pilot phase. Farmers adopted some techniques more than others. Many used protected seedling production, improved land preparation, and improved seed varieties, but fewer used sustainable soil management, good harvesting practices, and business planning, showing where more training is needed, something the new proposal will focus on.

The objective is to increase productivity by optimizing the use of available resources, such as land, water, and nutrients, while minimizing negative environmental impact. Therefore EWS KT promotes responsible good agricultural practices developed in collaboration with Wageningen University and Research. The core of their work is to establish a firm level of basic agronomic knowledge among farmers and professionals. Only with these basics as a foundation, a sustainable agricultural sector can be developed.

In addition, EWS KT adopts and trains farmers according to the principles of Integrated Pest Management (IPM), which is an ecosystem approach to crop production and protection that combines different management strategies and practices to grow healthy crops and minimize the use of pesticides. These management strategies equip farmers with the necessary knowledge and tools to wisely use agrochemicals and not to disrupt the balance of the ecosystem. Identifying and leveraging the contribution of natural pest control mechanisms are encouraged e.g. neem extract. Currently EWS KT conducts action research together with Wageningen University and Research on green manuring, something that is also important for biodiversity conservation. The lessons from this research will be incorporated in the training programmes for farmers.

Does the proposal include any interventions to combat these effects (adaptation/mitigation)?

See above.

Cooperation, harmonisation and alignment

Does the activity involve cooperation with Dutch organisations, the EU or other donors (including delegated cooperation), local organisations or other parties?

Kindly take note of the above 'Policy Relevance', 'Contextual Analysis', 'Rationale' and 'Added Value' where the importance of this project as part of the POMBI approach on developing the horticultural value chain in Ghana is explained. It is imperative that EWS KT collaborates closely with other partners in the broader horti approach, and the proposal foresees in that, specifying many different actors that are part of the POMBI group and concrete proposals in how EWS KT will collaborate with them. Although this could be more concrete and specified, the EKN is certain that EWS KT will work closely together with other stakeholders as they have proven to do so in the previous pilot activity.

Delegated Cooperation with the European Commission (EC) was mentioned earlier. Although this is unlikely due to stringent procedures and a lack of flexibility within EC financed activities, the POMBI group will try to ensure cross partnerships between the RVO part of the EC activity and the POMBI group. Local organisations are also part of the activity, in many shapes and forms. EWS KT plans to collaborate with agricultural colleges, the University of Ghana, 60 agro-input shops, POMBI GH commercial partners, the Ministry of Food and Agriculture and its extension officers.

How does the activity contribute to harmonisation and/or multi-donor financing?

This activity focuses on alignment with other (Donor) financing, but co-financing will only be done with EWS KT itself. A partnership between EWS KT and for instance Agriterra might arise, with Agriterra using, for instance, funds from the Anton Jurgen Foundation or core financing from IGG. Also a partnership with IDH could provide support from the Master Card Foundation or IDH Core Financing from DDE. Under ACHI, financing could become available from Combi RVO funds, if a partnerhips arises. However, in all previous mentioned activities, no co-financing or harmonisation will take place, it merely would be a partnership. EWS KT will not combine funds.

What is the degree of (policy and financial) alignment?

See above.

Digitalisation

Have proposed digital technologies been developed or chosen in collaboration with end-users?

The VeggieTap app (powered by SkillED), is a digital instrument used by EWS KT worldwide and provides full public access to a wide range of extension materials, including crop production guides, technical guides, management guides, and instructional videos. There are also several self-paced training programs available:

- Vegetable Production Beginner – Designed for our non-technical staff and curious participants who are newbies in vegetable production.
- Crop Advisor Trainer – Designed for our technical staff and other extension workers who want to acquire more advanced technical knowledge in vegetable production.
- Agrobusiness – Designed for dealers of agro-input products to enable them to confidently advise their customers on best practices in vegetable production.

  We will continue promoting our Growhow page to complement our fieldwork and train sector professionals, as well as others who are interested or active in horticulture in Ghana.

Does the proposal include an analysis of the local digital ecosystem?

No. EWS KT has been working - within the POMBI group - with two other digital interventions. One implemented by ITC, the Netherlands Trust Fund V, supporting Ghanaian agritech companies. They concluded, however, that EWS KT's own VeggieTap app served the goals of the EWS KT projects better when training the small holder farmers/growers. They also worked together with TAHMO - an activity supported by the EKN under the POMBI approach, to receive more accurate weather data. This information has been shared with the farmers, also making use of Ghanaian technical company Farmerline, who uses AI to translate this information into local languages to give it more traction with the farmers. Most effective, however, has been traditional radio broadcasting and the use of Facebook for information sharing.

Is data security guaranteed?

All data and work related information is guided by EWS-KT's Information Systems and Security Policy thereby ensuring that such data is collected, stored and used in a secure way. In addition, where such data needs sharing with another organisation, the contract party utilizes a data sharing agreement template that ensures commitment to security of data.

Data is to be collected through a unique platform (KT App) designed by Bi-Kay, an IT and Web solutions firm based in Phnom Penh, Cambodia. The KT App which is tailor made to the contract party's specifications and requirements, is hosted on secure AWS servers and requires Multi-Factor Authentication and can be accessed by only EWS-KT staff. The database is also hosted on the AWS servers and can only be accessed through a Single Sign On by EWS-KT Staff who adhere to the EWS-KT Data protection policies.
The abovementioned was communicated to the Embassy by EWS-KT via e-mail on 17-06-2025. See: MINBUZA-2025.2247955.
Are digital solutions locally sustainable/relevant?
Yes, the VeggieTap served the purpose it is intended to do. In these remote areas, internet connection is not a given, together with access to smartphones. Many people are also not literate so digital solutions are not always prone to succeed. Easy to access videoclips of how to grow certain crops, were effective in the pilot phase.
Is duplication avoided?
Yes, EWS KT decided to continue with their own app.

Additional remarks (if applicable)

In this activity and following the POMBI (PADEO) approach, PMEL is an essential and integral part of the implementation.
A quality at Entry (Q@E) didn't need to be carried out as the activity has a total budget of less than EUR 5 mln.

Results

Private Sector Development

1. Strengthening the business climate

SDG target(s): 8a, 8.1, 8.3, 8.4, 8.5, 8.8, 8.10, 10.2, 17.11. Short description: In the result area 'strengthening the business climate', the approach is to strengthen the local business climate through interventions relating to infrastructure, youth employment and entrepreneurship, policy and regulation, institutional capacity building and social dialogue to strengthen MSME's within their ecosystem and improve their access to financial and other services.

Indicators

1.D. Number of MSMEs that utilize business development services. (IATI code XXX0004)
Measurements: Target: 60

Food and Nutrition Security

D. D. Knowledge & Innovation Systems

Indicators

D.2. Number of FNS-relevant knowledge and extension institutions reached with interventions that aim to strengthen their capacity
Measurements: Target: 1

B. Productivity and Income

Indicators

Reach B.2.1. Number of SSFPs directly reached with activities aimed at structural/systemic improvement of their agricultural performance
Measurements: Target: 39520

Outcome B.1.3. Number of female SSFPs who progressively became more empowered
Measurements: Target: 15808

Monitoring and evaluation

Monitoring

Specify what reporting information is required for this activity, based on the activity analysis decision tree (see Help). Include the following elements:

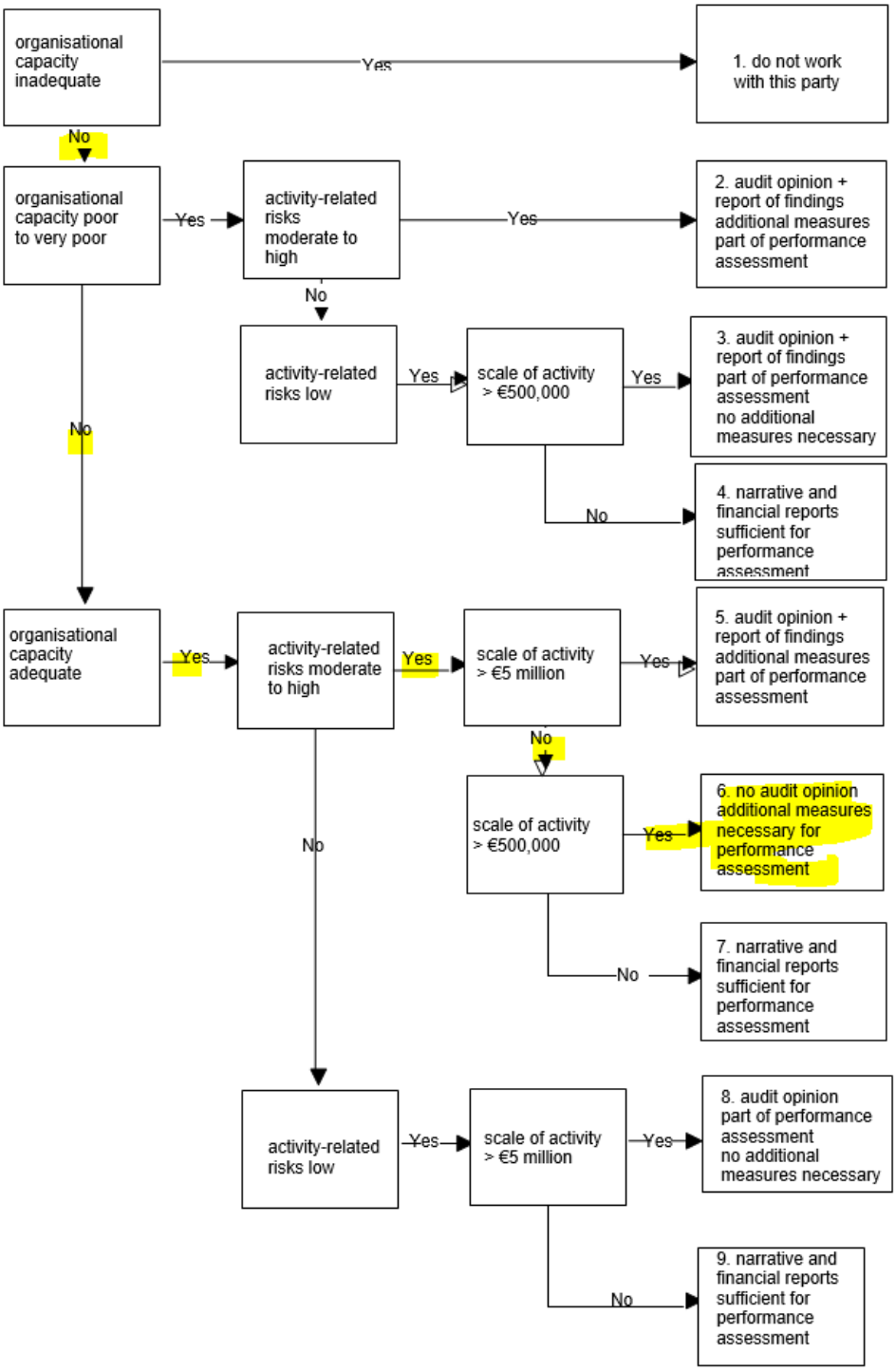
- ***Planning versus realisation: tracking progress against predetermined objectives as laid out in the project proposal.***
- ***Performance and quality: checking relevance and appropriateness of the implementing organisation's performance based on key assumptions in the proposal and the outcomes of the risk analysis.***

Pay attention to the method and frequency of monitoring and describe the roles and responsibilities. For further information, see Help.

The organizational capacity of EWS-KT are determined to be adequate (see chapter *implementing organisation(s))*, the activity-related risks are considered moderate (see chapter *risks),* and the activity's budget is below EUR 5 mln. Therefore, following the *activity analysis decision tree*, the following monitoring documents are to be required:

- Annual plan
- Narrative progress reports
- Financial progress reports
- Final narrative report
- Final financial report
- Additional measures

ACTIVITY ANALYSIS



Despite the activity analysis decision tree not mandating it, an audit report will be required from EWS-KT for this activity for the following reasons:

- EWS-KT Ghana, our contractual partner, is a relatively young organisation. Currently with 19 employees. The requested contribution of the Netherlands will have a significant impact on the organisation and the financial administration.
- This concerns a four year activity, and consequently findings and recommendations made by the auditor can help to further strengthen the capacities of the implementing partner and thus positively affect the durability of results.
- The Ghana MACS 2023-2026, as well as the risk assessment included in this BEMO, indicate a high probability of fraud in Ghana. Therefore, an audit opinion serves as a appropriate additional security measure.

To verify the results mentioned in the progress reports, the EKN will conduct a number of field visits to the activity areas. The Embassy will also hold regular meeting with EWS-KT to discuss progress and challenges that my arise.
As EWS-KT is part of the POMBI group, the implementing organisation will also share best practices and lessons learned within the broader stakeholder group. This will ensure alignment between the different activities, while at the same time enabling peers to review the progress and impact of the EWS-KT activity. POMBI meetings are organized at least once every three months and often encompass field visits by the POMBI group, enabling peers to witness the activity firsthand.
EWS-KT uses different tools to track progress. As successfully implemented in the pilot project, they will again use the EWS-KT app to monitor progress and return on investment of demonstration farms and farmers participating in the training events. They also use the data to track economic and agronomic performance of demonstration plots. EWS KT will also conduct a baseline and endline assessment (by an independent external party), using a protocol they co-designed together with Wageningen University and Research. All collected data will adhere to Ghana's law on data protection.
Results reporting by EWS KT will be tracked by the AS1 and/or the Agriculture Advisor and the Financial officer. The reported results will be measured against the submitted proposal and budget.
Table 2, shown below details the reporting requirements.
Table 2: Reporting requirements EWS-KT

TYPE OF REPORT	**Period**	**Submission deadline**
Annual plan and budget	01/07/2025 - 30/06/2026 01/07/2026 - 30/06/2027 01/07/2027 - 30/06/2028 01/07/2028 - 30/06/2029	Included in proposal 01/05/2026 01/05/2027 01/05/2028
Narrative progress report (including IATI)	01/07/2025 - 30/06/2026 01/07/2026 - 30/06/2027 01/07/2027 - 30/06/2028 01/07/2028 - 30/06/2029	31/08/2026 31/08/2027 31/08/2028 Part of final narrative report
Financial progress report	01/07/2025 - 30/06/2026 01/07/2026 - 30/06/2027 01/07/2027 - 30/06/2028 01/07/2028 - 30/06/2029	31/08/2026 31/08/2027 31/08/2028 Part of final financial report
Audit report	01/07/2025 - 30/06/2026 01/07/2026 - 30/06/2027 01/07/2027 - 30/06/2028 01/07/2028 - 30/06/2029	30/09/2026 30/09/2027 30/09/2028 30/09/2029
Final narrative report	01/07/2025 - 30/06/2029	30/09/2029
Final financial report	01/07/2025 - 30/06/2029	30/09/2029
Baseline assessment	01/07/2025 - 30/11/2025	31/01/2026
Endline assessment	01/07/2025 - 30/06/2029	30/09/2029

Evaluation

Describe whether a final evaluation and/or a mid-term review has been planned. If yes, state:

10. ***who will commission the final evaluation and/or mid-term review (for options, see Help);***
11. ***whether the procedure and practical arrangements have been agreed on with the implementing organisation (for details, see Help).***

No final evaluation is planned as the activity does **not** meet any of the criteria that require an ex post evaluation, namely:

- ODA spending for the activity exceeds EUR 5 million;
- the activity is strategically important;
- there are political risks or interests attached to the activity;

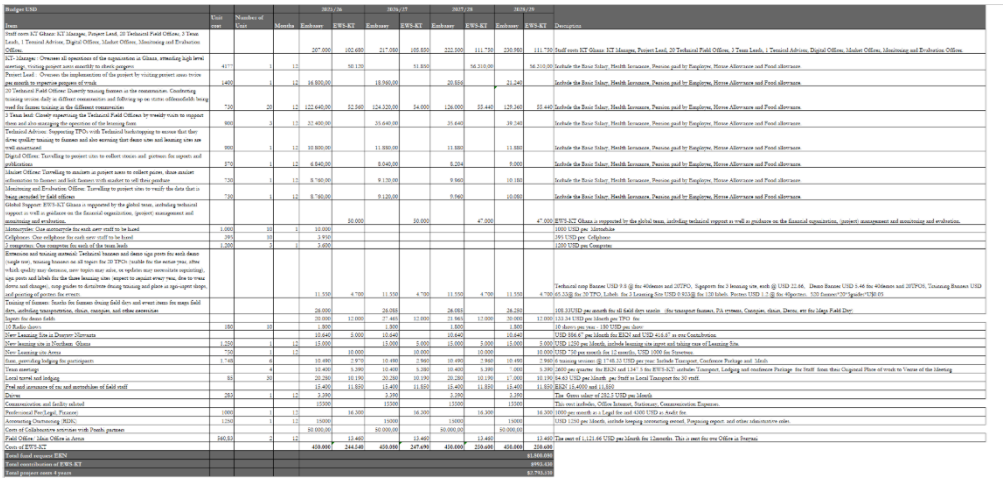
- an evaluation of the activity was promised to the House of Representatives.

Finance

Budget breakdown

- **Include an overview of the activity budget, including overhead costs.**

The budget is shown below as a picture, and is archived in Sophia under reference number: MINBUZA-2025.2292099. The total budget of the activity is USD 2,793,510 with USD 1,800,080 being contributed by the Netherlands, and USD 993,430 by EWS-KT.



Budget USD				2025/26		2026/27		2027/28		2028/29		
Item	Unit cost	Number of Unit	Months	Embassy	EWS-KT	Embassy	EWS-KT	Embassy	EWS-KT	Embassy	EWS-KT	Description
Staff costs KT Ghana: KT Manager, Project Lead, 20 Technical Field Officer, 2 Team Leads, 1 Trained Advisor, Digital Officer, Idaket Officer, Monitoring and Evaluation Officer.				207.000	102.480	217.350	105.850	222.500	111.750	230.960	111.750	Staff costs KT Ghana: KT Manager, Project Lead, 20 Technical Field Officer, 2 Team Leads, 1 Trained Advisor, Digital Officer, Idaket Officer, Monitoring and Evaluation Officer.
KT- Manager : Oversees all operations of the organization in Ghana, attending high level meetings, visiting project sites monthly to check progress	4377	1	12		50.130		51.850		56.210,00		56.210,00	Include the Base Salary, Health Insurance, Pension paid by Employee, House Allowance and Food allowance.
Project Lead : Oversees the implementation of the project by visiting project areas twice per month to supervise progress of work	1400	1	12	16.800,00		18.960,00		20.856		21.240		Include the Base Salary, Health Insurance, Pension paid by Employee, House Allowance and Food allowance.
20 Technical Field Officer: Directly training farmers at the communities. Countering training session daily in different communities and following up on visits offered/daily being used for farmer training in the different communities	720	20	12	172.640,00	82.560	124.320,00	54.000	126.000	53.440	129.360	53.440	Include the Base Salary, Health Insurance, Pension paid by Employee, House Allowance and Food allowance.
2 Team lead: Closely supervising the Technical Field Officers by weekly visits to support them and also managing the operation of the learning farm	800	2	12	37.400,00		35.640,00		35.640		38.340		Include the Base Salary, Health Insurance, Pension paid by Employee, House Allowance and Food allowance.
Trained Advisor: Supporting TPOs with Technical backstopping to ensure that they draw quality training to farmers and also securing that farm sites and learning sites are well maintained	800	1	12	10.800,00		11.880,00		11.880		11.880		Include the Base Salary, Health Insurance, Pension paid by Employee, House Allowance and Food allowance.
Digital Officer: Travelling to project sites to collect stories and pictures for reports and publications	570	1	12	6.840,00		8.040,00		8.256		9.000		Include the Base Salary, Health Insurance, Pension paid by Employee, House Allowance and Food allowance.
Idaket Officer: Travelling to markets in project sites to collect prices, share market information to farmers and both farmers with student to sell their produce	720	1	12	8.760,00		9.120,00		9.960		10.080		Include the Base Salary, Health Insurance, Pension paid by Employee, House Allowance and Food allowance.
Monitoring and Evaluation Officer: Travelling to project sites to verify the data that is being recorded in field officers	720	1	12	8.760,00		9.120,00		9.960		10.080		Include the Base Salary, Health Insurance, Pension paid by Employee, House Allowance and Food allowance.
Global Support EWS-KT Ghana is supported by the global team, including technical support as well as guidance on the financial organization, (project) management and monitoring and evaluation.					30.000		30.000		47.000		47.000	EWS-KT Ghana is supported by the global team, including technical support as well as guidance on the financial organization, (project) management and monitoring and evaluation.
Motorcycles: One motorcycle for each new staff to be hired	1.000	10	1	10.000								1000 USD per Motorbike
Cellphones: One cellphone for each new staff to be hired	395	10		3.950								395 USD per Cellphone
3 computers: One computer for each of the team lead.	1.200	3	1	3.600								1200 USD per Computer.
Permission and training material: Technical trainers and farmer age posts for each farmer (single use), training banners on all topics for 20 TPOs (usable for the entire tree, after which quality may decrease, new topics may arise, or updates may necessitate reprinting), age posts and labels for the three learning sites (expect to acquire every two, due to wear, storms and damages), song guides to determine timing training and plans at age-expert stages, and printing of posters for events				11.550	4.700	11.550	4.700	11.550	4.700	11.550	4.700	Technical crop Banner USD 9.8 @ the 40banner and 20TPO, Signpost for 3 learning site, each @ USD 22.66, Dwarf Banner USD 3.46 for 40banner and 20TPO, Training Banners USD 4.700 65.53@ for 20 TPO, Labels for 3 Learning Site USD 0.953@ for 120 labels, Poster USD 1.7 @ for 40poster, 320 Banner/20*3gender/USD 05
Training of farmers: Stipends for farmers during field days and event times for many field days, including transportation, drinks, energies, and other necessities				28.080		26.088		26.088		26.280		108.335USD per month for all field days sessio the transport farmer, TA overseas, Canopies, drinks, Drinks, etc for 30pp Field Day
Inputs for demo fields				20.000	12.000	27.405	12.000	21.965	12.000	20.000	12.000	12.000/132.34 USD per 1month per TPO for
10 Radio shows	180	10		1.800		1.800		1.800		1.800		10 shows per year - 180 USD per show
New Learning Site in Duayaw Nkwanta				10.640	5.000	10.640		10.640		10.640		USD 894.6" per Month for EKN and USD 42.0.6" as ew Contribution
New learning site in Northern Ghana	1.200	1	12	15.000		15.000	5.000	15.000	5.000	15.000	5.000	5.000/USD 1200 per Month, include learning site report and taking care of Learning Site.
New Learning site Accra	750	1	12		10.000		10.000		10.000		10.000	10.000/USD 750 per month for 12 months, USD 1000 for Structure.
Host, providing lodging for participants	1.740	60		10.440	2.970	10.440	2.960	10.440	2.960	10.440	2.960	2.960/6 training sessions @ 1740.33 USD per year. Include Transport, Conference Package and Meals
Team meetings		4		10.400	3.200	10.400	3.200	10.400	3.200	10.400	3.200	3.200/4000 per quarter the EKN and 1347 .5 the EWS-KT. include Transport, Lodging and conference Package the Staff from three Original Plots of truth to Visits of the Meeting
Local travel and lodging	85	20		20.280	10.190	20.280	10.190	20.280	10.190	17.000	10.190	54.63 USD per Month per Staff to Local Transport for 30 staff.
Fuel and insurance of car and motorbikes of field staff				15.400	11.850	15.400	11.850	15.400	11.850	15.400	11.850	BASE 15.400 and 11.850
Driver	283	1	12	3.396		3.396		3.396		3.396		The Gross salary of 283.3 USD per Month
Communication and facility related				15500		15500		15500		15500		The cost includes, Office Internet, Stationary, Communication Expenses.
Professional Fee (Legal, Taxation)	1000	1	12	16.300		16.300		16.300		16.300		16.300/1000 per month as Legal fee and 4300 USD as Audit fee
Accounting Outsourcing (RDG)	1250	1	12	15000		15000		15000		15000		USD 1250 per Month, include keeping accounting record, Preparing report and other administrative relat.
Costs of Collaborative activities with Praedi partner				80.000,00		80.000,00		80.000,00		80.000,00		
Field Office: Idea Office in Accra	360,83	1	12		13.460		13.460		13.460		13.460	The cost of 1,121.66 USD per Month for 12months. This is rent fro ew Office in Swarai.
Costs of EWS-KT				410.096	244.549	410.096	247.456	416.000	250.600	416.000	250.600	
Total fund requests EKN												$1.800.080
Total contributions of EWS-KT												$993.430
Total project costs 4 years												$2.793.510

- **Is the budget arithmetically correct?**

Yes. The budget was summitted in Excel, and the used calculations were verified to be arithmetically correct.

- **Are the amounts/rates in the budget acceptable?**

Yes.

The monthly salaries, including health insurance, pension, housing, and food allowances, range from USD 283 for a driver, to USD 730 for the M&E and technical officers, and USD 1,400 for the project lead. The salary for the EWS-KT manager is relatively high at USD 4,300 per month, but is still considered in line with local market standards for this type of position at an international NGO.

The purchase prices for motorcycles (USD 1,000), laptops (USD 1,200), and cell phones (USD 395) are deemed reasonable and consistent with local market rates.

The annual costs for establishing new learning sites are as follows:

12. Duayaw Nkwanta: USD 10,400
13. Northern Ghana: USD 15,000
14. Accra: USD 10,000

These figures are comparable to similar expenses in previous projects (see activity: 23-0000899) and align with local market conditions.

Staff travel costs are budgeted at USD 85 per day, which is significantly below the daily rate used by the Netherlands Ministry of Foreign Affairs and therefore acceptable. In addition, the annual costs for fuel and insurance allocated to the Embassy total USD 15,400, or approximately USD 1,200 per month. This is considered reasonable, given the need to support travel for up to 30 staff members across Ghana.

Finally, the budget for internet, office supplies, and communication (including phone subscriptions) is USD 15,500 per year, or about USD 1,291 per month. With up to 30 staff involved in the project, this amounts to approximately USD 43 per person per month, which is also considered acceptable.

- **Briefly explain the structure of the budget.**

The budget consists of budget lines for each staff role to be financed from this project, as well as various separate budget lines concerning specific activities. The specific activities to be financed aren't numbered or referenced in another way in the budget.

5. **Are overheads proportional to outputs? What is included? What is recharged?**

Yes.

A specific overhead rate is not charged to the project. Instead, overhead-related costs are included in the budget as direct costs. These include:

- Communication and facility-related costs: USD 15.500 per year
- Professional fee: USD 16.300 per year
- Accounting outsourcing: USD 15.000 per year
- Field office costs: USD 13.460 per year

Of these, the professional fee and field office costs are covered by EWS-KT.
As a result, the contribution of NL MFA to what may be considered overhead costs totals USD 30,500 per year, or USD 122,000 over the full project duration. This represents approximately 6.7% of NL MFA's total financial contribution.
These costs include: Office Internet, Stationary, Communication Expenses, keeping accounting record, preparing report, and other admirative roles.

- **Is implementation conditional on the budget being amended in an inception phase? (Specify the requirements that the budget must satisfy and the date by which the budget must be amended)**

No.

Earmarking

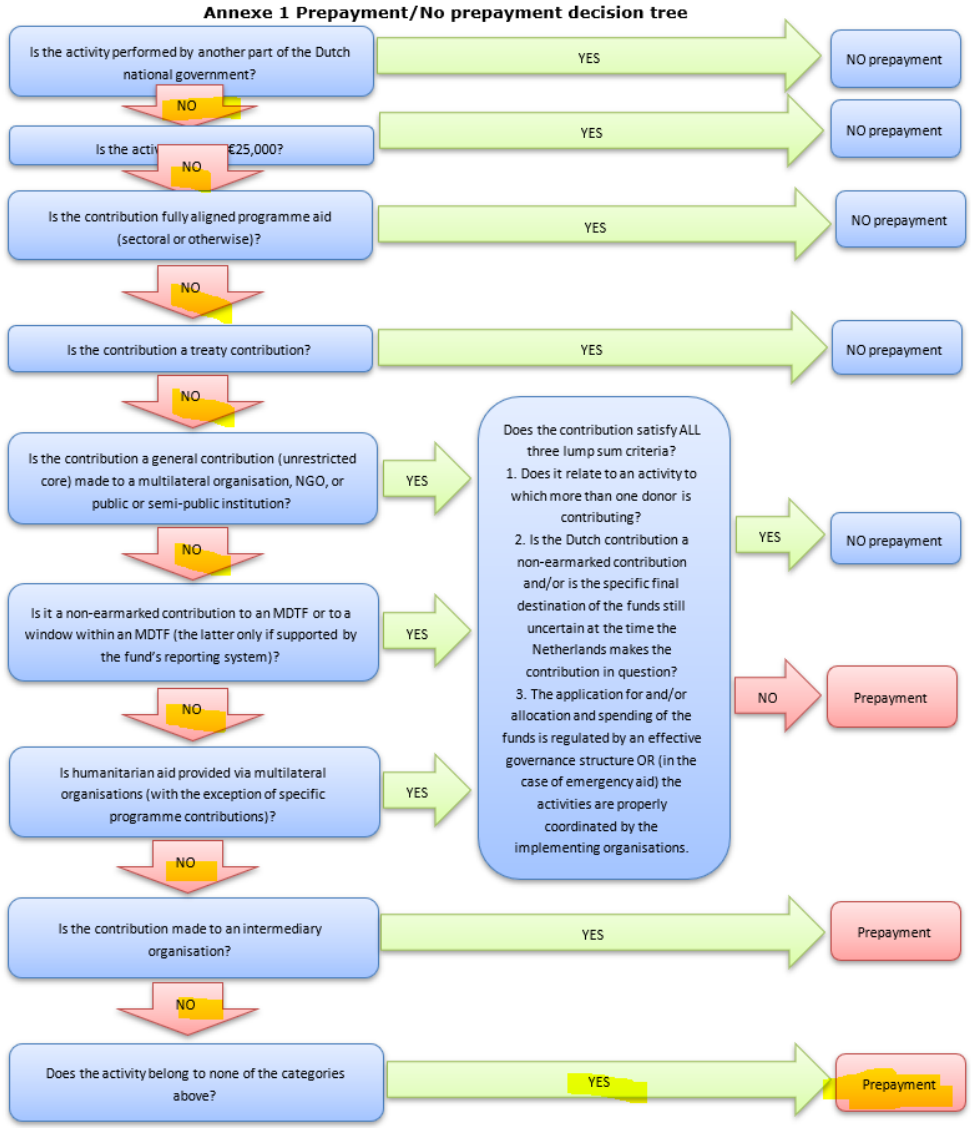
- **Is the Dutch contribution to the programme earmarked (i.e. reserved for a specific purpose)? If so, specify the reasons why.**

No.

Prepayments

- **Based on the prepayment decision tree (see Help), do the payments need to be entered as prepayments and why? In the case of a lump sum, assess this against the applicable criteria and give the reasons for your choice.**

Per the prepayment decision tree (see picture below), payments for this activity ought to be registered as prepayments.



- **What is the maximum percentage that can be paid as prepayment, and why?**

95% of payments can be made as prepayments. The remaining 5% (USD 90.000) will be disbursed once the definite contribution amount is determined.

This decision is based on the adequate organisational capacities of EWS-KT, as established in the chapter *implementing organisation(s)*. Moreover, this prepayment rate was also used in a previous activity with EWS-KT (23-0000899), which worked well.
Prepayments will be made for a period up to 12-months. This is considered acceptable as EWS-KT has successfully worked with the Embassy before, and is considered to have adequate organizational capacities, also regarding to financial procedures as demonstrated in the ORIA executed in June 2025.

- **Which are the reporting obligations on the basis of which prepayments can be closed?**

Final narrative, financial and audit reports.

Available resources

	Foreign currency	**EUR**
Implementing organisation's own contribution	USD 993,430	
Firm commitments by other donors (for each donor)	USD 0	
Dutch contribution	USD 1,800,000	
Total available resources	USD 2,793,430	
Budget needed	USD 2,793,430	
Still to be financed	0	
Soft commitments by other donors (for each donor)	0	
Uncovered balance	0	

- **Are there any non-financial contributions relevant to implementation of the activity, such as deployment of volunteers, availability of buildings, materials, etc.?**

N.A.

- **If there is an uncovered balance, how will this affect implementation of the activity (e.g. proportional reduction in outputs, omission of regions) and how will this affect the decision whether to fund this activity?**

N.A.

Grant with a repayment obligation, loans, equity investment or guarantee

- **Does the Dutch contribution take the form of a grant with a repayment obligation, a loan, an equity investment or a guarantee (either in whole or in part)? If yes, briefly set out the consequences for accounting and how correct processing in the financial records will be ensured.**

No.

- Are there revolving funds? If yes, please explain what will happen to any residual funds, how closure will take place and which agreements should be made.

No.

Audit opinions

- **Is an audit opinion required for the activity (see Help)? Briefly explain.**

Not required (see chapter *monitoring*). However, based on the risk assessment it was decided to include audit reports as an additional reporting requirement.

- **Should the audit opinion be accompanied by an additional auditor's report (for example, on the risks set out above, or on monitoring that the organisation carries out on its prepayments to other organisations)?**

Yes. A report of findings will be requested as well to help the implementing partner identify additional ways in which it can improve its organizational capacities.