

PARTNER FACT SHEET



Projected Impact



Generate an estimated \$5,993,500 in smallholder farm sales and \$8,349,400 in exports to U.S. and European clients by April 2024.



Produce 3,420 metric tons of new shea butter for export to clients in the United States and Europe.



Create new jobs for 21,000 members of community-based shea collector and shea processor women's groups in Côte d'Ivoire, Ghana, and Mali.



The Savannah Fruits Company suppliers sorting shea nut kernels in a community near the company's headquarters in Tamale, Ghana. Photo credit: The Savannah Fruits Company

About The Savannah Fruits Company

Based in Tamale, Ghana, the [Savannah Fruits Company](#) (SFC) partners with rural women in West Africa for the sustainable production and export of high-quality, community-processed natural products, including those made from shea nuts. The company practices a socially and environmentally responsible business and ensures value add at source is maximized. As part of its work and mission, it empowers rural African women by helping them establish cooperatives and providing them with the equipment and tools necessary to maximize value addition of ingredient production in their communities.

Co-Investment Partnership

In support of a project titled *Shea Gets Greener!*, the USAID-funded West Africa Trade & Investment Hub (Trade Hub) awarded a \$1,473,370 co-investment grant to the Savannah Fruits Company to establish a competitive export shea butter supply chain that maximizes value addition of women processors and meets international standards and production requirements. As part of the project, the Savannah Fruits Company will build the capacities and incomes of 4,000 women belonging to 12 different shea processing cooperative groups and 17,000 women belonging to 100 different shea nut collector groups in Côte d'Ivoire, Ghana, and Mali. Collectively, these partners will produce an additional supply of over 3,000 metric tons of village-processed shea butter over the 2.5-year project that will be exported to Savannah Fruits Company's clients in the United States and Europe.

Partnership Opportunities

In 2020, the Savannah Fruits Company's exports grew to 2,600 metric tons, up from just 20 metric tons in its first year of operation in 2006. The company projects annual sales growth of 100 percent over the next 5 years. However, women face substantial challenges to fully benefit from global industry growth within the shea nut value chain. More than 90 percent of exported shea is purchased from West Africa villages in the form of kernels, the primary stage of shea butter processing. The kernels are then processed in large solvent extraction facilities that establish efficiencies but leave the women with less benefit due to the number of intermediators involved. The average income from village shea butter production is 10 times higher in cooperatives that have received training on improved methods for shea butter processing than among communities that have not. With additional private sector investments, Savannah Fruits Company can increase its capacity building and business support to drive greater income and jobs for more female farmers and their communities.



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