



**- International Fund for Agricultural Development –  
- Scouting and Sharing Innovation in Western and Central Africa –**

**- Development of value-added products -**

**I- Background :**

**1. Name of innovation:**

Development of value-added products.

**2. Country - Region:**

- Benin, Burkina Faso, Niger and Mali

**3. Organization:**

- International Institute of tropical Agriculture (IITA), national agricultural research and extension systems (NARES)

**4. Who is the innovator?**

- IITA in collaboration with NARES

**5. Actors involved:**

Food product researchers, Processors, NGOs

**6. Implementation date:**

- 2004 to 2006

**7. Type of innovation:**

- Technological (and knowledge sharing)

**II- Key issues :**

**8. Summary:**

The innovation supports processors in enterprise and market development skills.

Primary intended benefits include: increased consumption of less expensive sources of protein-rich foods; increased household incomes through development of market outlets; reduction of storage losses; and more effective and efficient integration of production, marketing, consumption and processing. Product diversification will increase cowpea attractiveness to consumers, as well as raise investment in improved seeds, soil amendments and pest control.

Farmers were trained to process products that, i) improve nutrient content of the staple diet, ii) have good market potential, or iii) enable products to be stored longer than dried cowpeas.

Meetings between PRONAF, IFAD investment projects, development projects and private sector at regional and national level were organized to identify needs and to formulate joint activities in capacity building in grain legume processing.

**9. What issue does the innovation address?**

- Product and market diversification;
- Reduction of storage losses;
- Improved coordination of actors along the value chain.

**10. Key success factors for replication:**

- Attractive cowpea-based products identified for market development and Processor training;
- Effective market research conducted at consumer level;
- National-level scientists fully involved in product development and testing;
- Trainees are selected from different areas of the country to ensure wide dissemination of processed products.

**11. Accessibility:** (Poor, gender, youth, migrants...)

The processing training is accessible to any socio-economic group. Because women are traditional food processors, it is especially easy to target them. About 300 processors were targeted including 200 women for making new products from grain legumes.

**12. Difficulties encountered:**

- The researchers have not yet succeeded in linking up with private investors in order to mainstream the new products;
- The processors need to be supported in enterprise development skills by development projects, which can then link them to PRONAF;
- The cowpea-based products developed by the Laboratories and transferred to processors have not been promoted at a larger scale as few private investors were available to produce at a larger scale.

**13. Financial aspects:**

Training sessions are normally paid for by development projects. PRONAF provides complementary funding for the resource person if the investment project cannot afford this.

**III- Technical Summary :****14.**

Processor participation for market development included two types of activities: a) training sessions on processing; b) development of new cowpea-based products in Mali, Niger and Benin. In Mali, spaghetti/vermicelli on the basis of cowpea has been developed by the Niger "Laboratoire de Technologie Alimentaire (LTA)". The researchers continue to refine the analyses. The LTA has been working in two fields: a) training of women on processing; b) research and technology development. The laboratories have developed high-quality cowpea flour which is the intermediary product for further processing into value-added products. In addition, biscuits (33% cowpea flour) and couscous (100% cowpea flour) were developed.

- The targeting of processors started with the training of trainers to facilitate dissemination of the technologies and the new products in their communities.

**IV- Follow up :****15. Key contacts:**

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**16. Useful web link:**

- [www.iita.org](http://www.iita.org) , Cereals and legumes sections, agro-biodiversity, agriculture and health.
- [www.ifad.org](http://www.ifad.org) : IFAD activities in Sub-Saharan Africa
- [www.pronaf.info](http://www.pronaf.info)

**17. Key documents:** (Name of the document + Link or Contact or Co ordinates)

- PRONAF Annual activity reports
- PRONAF, Country Annual activity reports