



UKGCC
UK - GHANA CHAMBER *of* COMMERCE

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Agribusiness

POSITION PAPER

*Sector Priorities Arising from the 1st Sector
Committee Meeting of 2026*

June 2026

1. Introduction

The UK-Ghana Chamber of Commerce (UKGCC), through its Agribusiness Sector Committee, convened members and sector stakeholders on 17th June 2026 for an engagement with the 24-Hour Economy and Accelerated Export Development Authority. The meeting provided an opportunity for the Authority to update the private sector on the implementation direction of the 24-Hour Economy Programme and for UKGCC members to provide practical feedback from the agribusiness value chain.

The discussion confirmed strong private sector interest in the programme, particularly where it can improve access to land, lower the cost of production, strengthen domestic supply chains, improve post-harvest systems, support value addition, and create more predictable channels for investment. Members also emphasised that implementation must be practical, transparent and responsive to the realities facing farmers, processors, exporters, aggregators, equipment providers and agritech innovators.

2. Context from the 24-Hour Economy Secretariat

The 24-Hour Economy was presented as a national transformation programme aimed at industrialisation, export promotion, import substitution and job creation. In relation to agribusiness, the Authority emphasised an integrated value chain approach that links production, feedstock, processing, logistics, energy, finance, infrastructure and offtake.

Key implementation themes discussed included the Volta Economic Corridor, agro-industrial parks, enterprise finance, alternative energy solutions, mechanisation, machinery production, cooperative development, smallholder integration, land access and priority value chains such as poultry, maize, soybean, sugar, rice, cassava, vegetables and export-oriented horticulture.

3. UKGCC Agribusiness Sector Committee Position

UKGCC supports the ambition to build a more productive, export-oriented and resilient agribusiness sector. However, the success of the programme will depend on the extent to which policy design is translated into commercially credible implementation. In particular, interventions should reduce the cost base of local production, crowd in private capital, give investors confidence, protect communities, and enable producers to compete with imports without placing unsustainable pressure on consumers.

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Priority Recommendations

1. Maintain a genuinely integrated value chain approach

- Agribusiness interventions should not treat production, processing, logistics, finance and offtake as separate workstreams. Every priority value chain should be mapped from inputs through processing to market access.
- For poultry, maize and soybean, policy should address feed costs, production scale, processing capacity, cold chain, offtake and tariff sequencing together rather than focusing on import controls alone.
- For cassava, sugar, rice and other crops, anchor investments should be linked to local farmer supply systems so processors established in Ghana can buy competitively from Ghanaian producers before relying on imports.

2. Reduce the local cost of production before relying heavily on import restrictions

- Members recognised the need for some level of protection for local industry, but cautioned that tariff interventions must be carefully sequenced to avoid sudden increases in consumer prices.
- Government should prioritise cost-reduction measures such as affordable energy, scaled production, access to machinery, better logistics, efficient feed systems and lower financing costs.
- Where import controls or tariffs are introduced, they should be phased, transparent and tied to measurable improvements in domestic supply capacity.

3. Strengthen land access while protecting communities and investors

- The Participating Land Access Model offers a useful basis for improving investor access to land while ensuring local communities retain a long-term economic stake.
- UKGCC recommends that the model be documented clearly and applied consistently, with safeguards around free, prior and informed consent, transparent ownership verification, community land trusts, annual payments, dividend participation and community development benefits.
- Long-term lease structures should protect both investors and landowners, while allowing review mechanisms where practical experience shows that improvements are needed.

4. Make mechanisation affordable through contractor and leasing models

- The programme should avoid a model in which every farmer is expected to own tractors, harvesters and warehouses individually.
- The Committee recommends support for contractor models, equipment rental businesses, shared service centres and local machinery manufacturing or assembly that can serve smallholder and commercial farms.
- Local agritech and machinery innovators should be included in mechanisation parks and procurement opportunities, particularly where they already provide practical solutions for smallholders.

5. Improve clarity and predictability in agricultural policy communication

- Members expressed concern that unclear public communication around fertiliser policy can disrupt farmer behaviour, input distribution and private sector planning.
- Government should provide timely, detailed and practical guidance whenever major policy announcements affect farmers, distributors, aggregators or processors.
- A regular policy communication channel between the Secretariat, relevant ministries and sector bodies such as UKGCC would help reduce uncertainty and improve industry response.

6. Support smallholders through stronger cooperatives and shared infrastructure

- Smallholder farmers should remain central to the programme, not only as outgrowers but as organised participants in commercial value chains.
- Cooperative development should go beyond registration and focus on governance, financial management, access to inputs, shared machinery, aggregation, storage and buyer linkages.
- The review and modernisation of cooperative structures should be prioritised, with attention to avoiding elite capture and ensuring value reaches members.

7. Prioritise seed systems, soil health and sustainable production

- Alongside farmer-managed seed systems, the sector requires reliable access to quality certified and commercial seed, with a level playing field across the formal and informal seed supply chain.
- Soil health should remain a standing policy priority, including soil testing, soil acidity correction, biochar, organic fertilisers and regenerative practices.
- Innovators working on organic waste conversion, black soldier fly protein, biochar and circular economy inputs should be linked with national input and sustainability strategies.

8. Build post-harvest, cold chain and processing infrastructure around market needs

- Perishables, mushrooms, vegetables, grains and horticultural products require reliable post-harvest systems if Ghana is to reduce waste and support value addition.
- Agro-industrial parks and export hubs should include processing, pack houses, cold storage, grading, weighing, loading bays and access roads that allow produce to move efficiently to domestic and export markets.
- The proposed air cargo and logistics infrastructure around Tamale and other corridors should be designed with farmer and cooperative access in mind, not only large exporters.

9. Improve access to patient and affordable capital

- The private sector will require finance that reflects agricultural production cycles and the realities of equipment, aggregation, processing and value addition.
- Enterprise finance should be linked to offtake, risk-sharing, credit guarantees, concessionary capital and bankable value chain models.
- Where capital is mobilised from DFIs or private investors, pricing should be commercially realistic and responsive to changing market interest rates.

10. Use UKGCC as a structured private sector feedback platform

- The Agribusiness Sector Committee should be used as a regular channel for policy testing, private sector validation, and problem-solving around implementation.
- UKGCC members and Sankore innovators should be integrated into relevant opportunities where their solutions align with the programme's priorities.

Immediate Issues for Government Engagement

Issue	Why it matters	Proposed Ask
Fertiliser policy communication	Unclear announcements affect farmer decisions, distributor planning and private sector confidence.	Provide detailed guidance and timelines through formal channels and engage sector bodies before major announcements.
Import competition in poultry, maize, soybean, rice and processed inputs	Local production remains vulnerable where imports are cheaper due to scale, logistics and cost structures.	Sequence tariff and protection measures alongside clear cost-reduction and productivity interventions.
Land access documentation	Investor confidence depends on reliable tenure, while communities require fair and predictable benefits.	Publish or share a clear Participating Land Access Model (PLAM) process note and standard safeguards, including community benefit mechanisms.
Mechanisation access	Ownership of machinery is too expensive for many farmers and can weaken productivity gains.	Support contractor, leasing and rental models and include local equipment manufacturers in implementation.
Smallholder inclusion	Large-scale anchor models may not automatically translate into inclusive benefits.	Embed smallholder cooperatives, shared services, irrigation support and farmer-managed seed systems in park and corridor design.
Post-harvest and perishables infrastructure	Losses and inconsistent supply undermine processors and startup agribusinesses.	Prioritise cold chain, pack houses, storage, grading and supply systems in corridors and park infrastructure.

Conclusion

The 24-Hour Economy presents a significant opportunity to reposition Ghana's agribusiness sector around productivity, value addition, import substitution, exports and decent job creation. The private sector welcomes the ambition and the willingness of the Authority to engage openly with industry. To succeed, implementation must remain commercially grounded, inclusive and predictable.

UKGCC and its Agribusiness Sector Committee stand ready to support the Authority and relevant government agencies with practical feedback, investment linkages, policy recommendations and member-led solutions that can help translate the programme into tangible outcomes for businesses, farmers and communities.



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