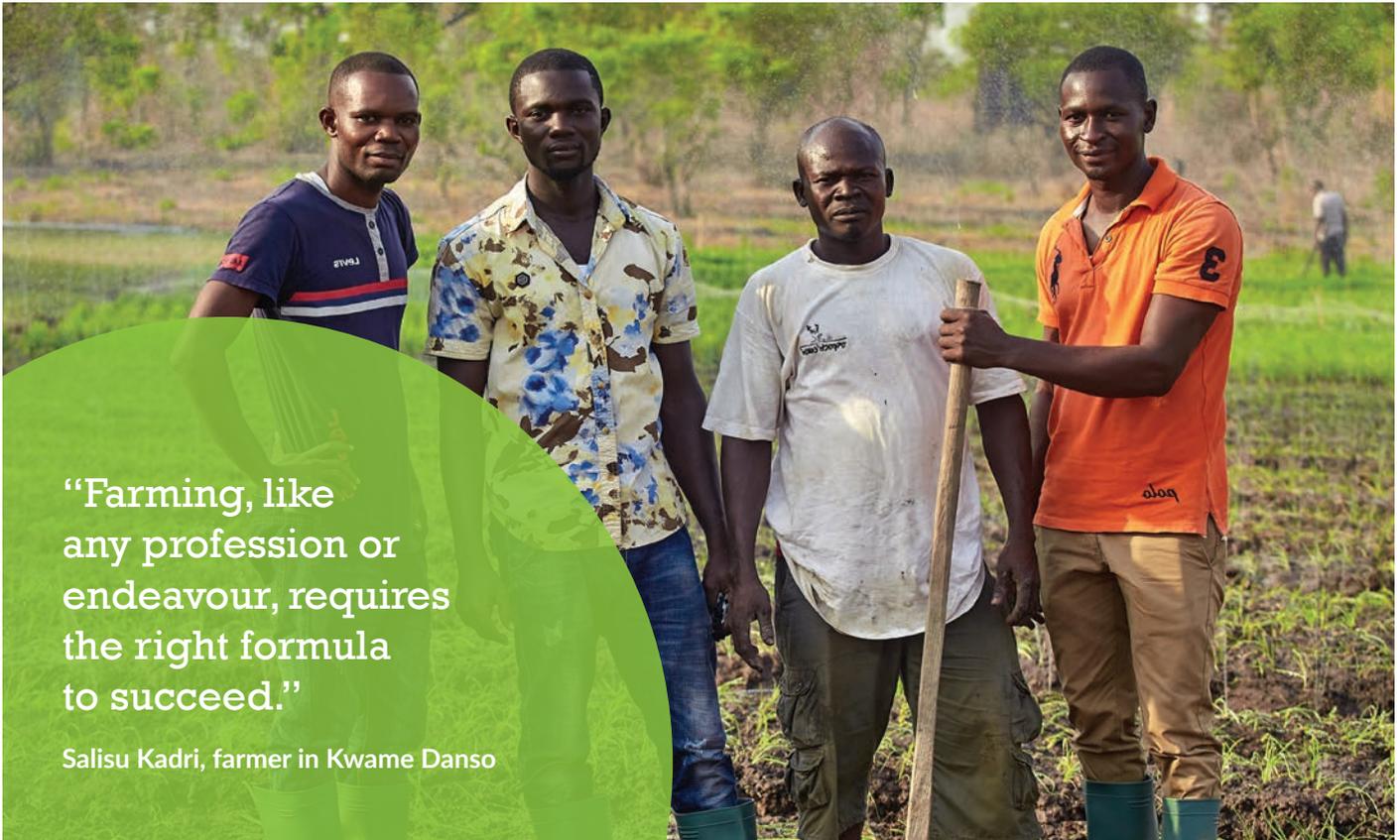


Salisu's story: a craftsman turned farmer gets the formula right



“Farming, like any profession or endeavour, requires the right formula to succeed.”

Salisu Kadri, farmer in Kwame Danso

The formula to become a successful farmer is simple, according to Salisu Kadri. It takes access to the right inputs, knowledge of good agricultural practices, and sound business advice. But it took Salisu, a craftsman turned farmer, many years to get it right. The special ingredient was a partnership supported by the UK DFID-funded Market Development Programme for Northern Ghana (MADE).

Back in 1997, when Salisu completed his basic education in the town of Kwame Danso, his ambition was to become an expert in the craft of repairing tyres – not a farmer. This plan led him to Abidjan, Côte D'Ivoire, where he undertook an apprenticeship. Three years later Salisu returned to Ghana to practise his new trade, but soon realised he could not earn enough from tyres to meet his needs. After experimenting with several other lines of work as a craftsman, he moved back to Kwame Danso and invested his savings in cashew and mango cultivation. Here, also, he encountered years of

challenges, as he did not know much about farming as a practice or as a business.

It all finally clicked when Salisu connected with a MADE partner, Allah is Able Agrochemicals Limited, in 2016. MADE supports its partners to deliver comprehensive packages of inputs like certified seeds, fertilisers and agrochemicals to smallholder farmers, alongside key services like mechanisation, water management and farm advisory services.

Allah is Able introduced Salisu to vegetable farming and provided him with improved seeds and fertiliser on credit to start a half-acre onion farm and a four-acre watermelon farm at Chense Battor, near Kwame Danso. Salisu received training in vegetable cultivation, as well as farm enterprise advice that helped him pursue farming as a business prospect.

“Working with Salisu Kadri is exciting. He is eager to learn and adopt good practices. He is our champion for the introduction of good agricultural practices and innovations to smallholder farmers to increase their productivity and incomes.”

Adams Ishack, Managing Director of Allah is Able Agro-Chemicals Limited



Salisu in his onion field

At the end of the season, Salisu harvested 20 bags – two metric tonnes – of onions, which he sold for GHS 12,000. He earned an additional income of GHS 62,400 from his watermelon farm. With over GHS 74,000 (more than GBP 11,000) earned from vegetable farming in a year, Salisu is finally able to meet his needs and those of his family. Where he once didn't take agriculture seriously as a way to make a living, he is now earning a much

better income – an estimated three times more than he could earn as a craftsman. “Farming, like any profession or endeavour, requires the right formula to succeed,” he recognises.

Encouraged by the yield and income earned, Salisu expanded his onion farm from half an acre in the 2016/17 production season to three acres in 2017/18 and 10 acres in 2018/19. The watermelon farm has also grown from four acres to five. As his farm size has increased, Salisu has engaged young women and men in the community to assist with planting and harvesting.



Allah is Able group working on the farm

“Farming is profitable when done the right way. You need the right knowledge and skills, right inputs and support to reap the expected returns. The training, input credit and on-farm advice provided by Allah is Able helped me to appreciate farming as a business and to succeed this time round.”

Salisu Kadri, farmer in Kwame Danso

Salisu's efforts to succeed are not stopping with the gains made in the vegetable sector. He is taking advantage of the new ploughing services offered by Allah is Able to smallholder farmers in Bono East Region to cultivate five acres of maize in the 2019/20 season. Long after his years of struggling with insufficient income in the business of tyre repair, he has found that farming is a business opportunity with lots of room to grow.



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Find out more about the MADE Programme, our work and our partners:

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