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Ghana Opens Market to U.S. Cattle

Report Categories:

Dairy and Products

Export Accomplishments - Market Access

Livestock and Products

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Report Highlights:

On June 21, 2018, Ghana's Ministry of Food and Agriculture (MOFA) confirmed acceptance of a USDA-proposed Veterinary Health Certificate for the export of cattle from the United States. Growing interest in a domestic dairy industry could generate demand for U.S. cattle as both local and international investors as well as Ghanaian officials take an interest in the establishment a commercially productive domestic herd. In 2017, Ghana imported an estimated \$90 million in dairy and dairy products, of which the United States held a 1.5% market share.

General Information:

On June 21, 2018, Ghana's Chief Veterinary Officer within MOFA confirmed acceptance of a USDA-proposed Veterinary Health Certificate for the export of cattle from the United States. This bilateral protocol paves the way for suppliers and investors who are keen to develop domestic cattle and dairy industries in Ghana. In collaboration with USDA-APHIS, the online International Regulations (IREgs) for Animal Product Exports is up to date to reflect this development.

As Ghana's population continues to grow, urbanize and steadily demand a more diversified diet, the country struggles to meet growing demand for dairy products. Aside from yogurt, fresh dairy is still a rarity for many Ghanaian consumers. Most imports from the European Union (EU), the largest supplier with a 67% market share in 2017, consist of Ultra High-Temperature (UHT) pasteurized milk. With an unrefrigerated shelf life of up to nine months, this product is well suited to a region with a previously unreliable power supply and inadequate cold chain transportation and storage. However, improving infrastructure, particularly regarding the electricity supply, and a growing demand for fresh dairy products generates interest in the establishment of a domestic dairy industry among both local and international investors. Currently, domestic dairy operations are very limited, and most local breeds do not provide the volume of milk necessary for a viable commercial operation. In addition to the EU, New Zealand, Brazil and regional neighbors account for the majority of dairy imports. The bulk of cattle trade occurs informally with neighboring countries, most of which is not captured by official statistics. High-quality breeder cattle and genetics will play a role in expanding Ghana's production as well as providing a new potential market for U.S. ranchers.

For more information, please contact the FAS Office of Agricultural Affairs in Accra, Ghana, at AgAccra@fas.usda.gov.