



SUNVADO

SUNVADO is Trade in Organic's processing facility for premium organic avocado oil. The processing facility is located in the heart of our organic avocado growing region, about 300km south of Addis Ababa. We work with over 30,000 organic avocado farmers, who provide the raw material for the factory. From the SUNVADO processing facility we produce two types of oils: organic extra virgin avocado oil and refined avocado oil. For more information, visit the [SUNVADO website](#).



Brand New Processing Line

The factory building and the production line are brand new. The state-of-the-art avocado processing line was installed in mid-2019 by our European equipment suppliers. With our top-notch production line, we are able to produce organic avocado oil according to the highest quality and food safety standards.



Organic Extra Virgin Avocado Oil

Once the avocados are harvested and collected we allow the fruit to naturally reach optimum ripeness. Only the highest quality organic avocados are selected for our organic extra virgin avocado oil. With the skin and stone removed the oil is cold pressed from the flesh of the fruit. Using only temperature-controlled physical processes, the water is removed and the oil is purified and allowed to settle. Our organic Extra Virgin Avocado oil imparts a fresh and delicate avocado aroma with nutty, grassy, buttery flavours and a vibrant green hue. The oil is high in monounsaturated fat and has a high smoke point (>250 Celsius) whilst the delicate extraction methods retain beneficial phytochemicals such as chlorophyll, tocopherol, carotenoids (lutein), and phytosterols. This versatile oil has many applications from high heat frying to low heat, dipping, dressing and personal care applications. Organic Extra Virgin Avocado oil can be offered in drums and totes.



Organic Refined Avocado Oil

Organic refined avocado oil is also seen on the market as ‘pure’ or ‘naturally refined’. From SUNVADO we produce a certified organic refined avocado oil. This oil has a very subtle flavour and aroma and a light-yellow colour. Once the oil is cold pressed from the fruit through a series of temperature-controlled steps, we gently purify the oil to retain the beneficial fatty acids. With a fatty acid profile akin to Mediterranean olive oil, our organic refined avocado oil is stable and versatile. Our organic refined avocado oil is suitable for home cooking and industrial applications. Trade in Organic can supply refined and winterized/dewaxed organic refined avocado oil. Our organic refined avocado oil can be offered in tanker/flexi, totes and drums.



Creating Opportunities for Farmers

Our organic avocados are not grown on large scale commercial plantations. Instead, they grow on organic coffee farms, where the farmers use the avocado trees to provide shade for their coffee. Before the opening of the SUNVADO processing facility, the organic avocado farmers did not have access to an export market for their avocados. Some of the avocados were sold on the local market at very low prices, but most of the avocados were not collected or harvested and left to rot. We made it our mission to change that.

With the SUNVADO facility up-and-running, the farmers can obtain a better price for their avocados. In addition, we helped to set up the organic certification for our farmers, which gives them access to a Premium organic price.



Benefits for Farmers and Workers

We are helping our farmers to adopt regenerative agroforestry practices, through farmer field schools and input provision. This will help our farmers to boost the productivity of their farms, while improving soil health. On top of this, we are setting up a Fair-For-Life certification, which will provide additional benefits and premiums for our farmers.

Besides providing opportunities for farmers, SUNVADO also helps create jobs in a region that offers limited employment opportunities. During the avocado season, our processing facility employs around 60 workers, half of whom are women. In addition, our avocado sourcing operation employs nearly 200 extension workers, field staff, harvesters and collectors.

Company Accomplishments to Date

- The first agro-processing plant to start operations in Yirgalem IAIP; it is Dutch-based FDI.

- As a pioneer plant in the park, Sunvado has paid a lot in dealing with initial operating challenges; together with the RIPDC, it has helped to create a suitable environment for other industries and companies operating in the park
- Developing and promoting organic production systems in farming and food processing in the region
- Linked with 59,455 smallholder farmers (SHFs) organized under 22 producer cooperatives and 40 SMEs
- Sunvado has its own extension workers to work with farmers' primary cooperatives at the farm level so as to ensure avocado fruits meet required quality and quantity requirements

The business

- Contributing to the Ethiopian economy by generating export sales and foreign exchange; to date, Sunvado has generated about USD 6 million
- Creating job opportunities for professional and casual workers in the community; 244 persons employed directly in the production and sourcing process, which is additional to indirect employment of SHFs linked to the sourcing of raw materials (avocado fruits)
- Daily processing capacity of the plant is 80 tons of fresh avocado fruits
- Sunvado is able to engage in processing 6-7 months a year on average; the rest of the year is off-season for avocado output
- Planning to reprocess by-products as animal feed; this project is in its final testing stage (some of it abroad)

Partners in Ethiopia

- Sunvado has worked with GIZ (Germany) and 'Trade in Organic'
- In collaboration with GIZ, Sunvado:
 - Trained more than 20,000 farmers under the so-called Farmers Business School (FBS) program to improve their commercial and business skills
 - Distributed around 1,000 beehives for SHFs so as to increase avocado production by enhancing pollination by bees; by doing so, it has a plan to collect and process avocado honey as a new brand/product

- Distributed more than 100.000 Hass avocado trees to selected farmers
- Established three women-headed avocado nurseries at d/t locations so as to enhance avocado production and productivity by propagating Hass variety avocados and distribute to SHFs; this will enhance incomes and livelihoods for women and their families
- Running a program to introduce and teach the farmers Verme-composting
- Working in partnership with 'Trade in Organic' (which engages in processing and marketing of more than 100 agro-commodities throughout the world):
 - Improved the use of organic ingredients in production, processing and plans for expansion (avocado honey);
 - Offers full service to SHFs and cooperatives based on unique sourcing, sustainability initiatives, and strengthened processing and distribution capabilities

Challenges

- Raw materials sourcing of required quality and quantity due to market distortions from illegal brokers
- Immature value chain governance system in the region/country
- Lack of well-established collection centers
- Lack of experience in contractual farming system