



MARKETS II

Annual Work Plan

October 1st 2012 thru September 30th 2013

October 30, 2012 Original submission

March 11, 2013 Revised submission

This publication was produced for review by the United States Agency for International Development. It was prepared by Chemonics International Inc.

MARKETS II

**ANNUAL WORK PLAN
OCTOBER 1ST 2012 - SEPTEMBER 30TH 2013**

**Contract No. AID-620-C-12-00001
Program Name: MARKETS II
Period of Performance: April 18, 2012- April 16, 2017
Contract Value: \$60,732,079.00**

Submitted to USAID/Nigeria Mission

The author's views expressed in this publication do not necessarily reflect the views of the United States Agency for International Development or the United States Government.

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List of Acronyms

ADP	Agricultural Development Project
AFFAN	Association of Fish Farmers and Aquaculturists of Nigeria
AMP	Aba Malting Plant
BoA	Bank of Agriculture
BoI	Bank of Industry
BtM2	Bridge to MARKETS 2
CAADP	Comprehensive African Agricultural Development Program
CACS	Commercial Agriculture Credit Scheme
CAFAN	Catfish Farmers Association of Nigeria
CBN	Central Bank of Nigeria
CRS	Catholic Relief Services
DCA	Development Credit Authority
DDI	Diamond Development Initiative
DEC	Development Exchange Center
FACT	Field Accounting and Compliance Team
FCT	Federal Capital Territory
FDF	Federal Department of Fisheries
FEPSAN	Fertilizers Producers and Suppliers Association of Nigeria
FMARD	Federal Ministry of Agriculture and Rural Development
FTF	Feed the Future
FVP	Fertilizer Voucher Program
GCL	Grand Cereals Limited
GoN	Government of Nigeria
GSF	Grants and Subcontracts Fund
IA	Implementation Agreement
IAR	Institute for Agricultural Research
IDBPR	Ijebu Ode Board on Poverty Reduction
IFAD	International Fund for Agricultural Development
IFDC	International Center for Soil Fertility and Agriculture Development
LAPO	Lift above Poverty Organization
MARKETS	Maximizing Agricultural Revenue and Key Enterprises in Targeted Sites
NACRDB	Nigerian Agricultural, Cooperative and Rural Development Bank
NAEC	Nigerian Agricultural Enterprise Curriculum
NAERLS	National Agricultural Extension and Research Liaison Services
NAFDAC	National Agency for Food and Drug Administration and Control
NAIC	National Agricultural Insurance Corporation
NAIP	National Agricultural Investment Plan
NCAM	National Centre for Agricultural Mechanization
NCRI	National Cereals Research Institute
NEXTT	Nigeria Expanded Trade and Transport
NGO	Non-governmental Organization
NIFFR	Nigerian Institute for Freshwater Fisheries Research
NIOMR	Nigerian Institute for Oceanography and Marine Research
NIRSAL	Nigerian Incentive-based Risk Sharing System for Agricultural Lending

NPFS	National Program for Food Security
NWRI	National Water Resources Institute
OVCs	Orphans and Vulnerable Children
PEPFAR	President's Emergency Program for AIDS Relief
PERSUAP	Pesticide Evaluation Report and Safer Use Action Plan
PMU	Project Monitoring Unit
PIND	Partnership for the Niger Delta
PIR	Project-level Intermediate
Results PMP	Performance Monitoring Plan
RUTF	Ready-to-use therapeutic food
SME	Small and medium enterprise
SO	Strategic Objective
SPCZ	Staple Crop Processing Zone
SSSN	Soil Science Society of Nigeria
ToT	Training of trainers
UDP	Urea Deep Placement
USG	United States Government
USAID	United States Agency for International Development

List of Exhibits

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I. Introduction to MARKETS II

Chemonics International and its international partners IFDC, Winrock International, Making Cents International and ShoreBank International are pleased to present the revised one-year work plan for the Maximizing Agricultural Revenue and Key Enterprises in Targeted Sites (MARKETS) II project. This work plan, which spans the period of October 2012 to September 2013, completes the fast track activities started at the beginning of the project, and outlines activities for the 2013 cycle with additional emphasis on the integration of gender, youth and other vulnerable groups. This work plan is a revision on the original work plan submitted in October 2012. Changes made are mostly influenced by the new targeted states and from further consultations with PIND, USAID, FMARD ATA value chain teams, and other stakeholders.

A. Project Description/Approach to MARKETS II

The Maximizing Agricultural Revenue and Key Enterprises in Targeted States II (MARKETS II) project is designed to strengthen agricultural competitiveness and food security in Nigeria by improving livelihoods in selected areas through improved productivity, increased value-addition, increased commercialization of selected commodities and processed products, and an improved policy environment. As a follow on to seven years of MARKETS and the Bridge to MARKETS 2 projects, MARKETS II continues to strengthen value chains to generate revenue for clients and producers, focusing on fewer value chains and in targeted states.

MARKETS II draws from experiences gathered from the MARKETS/BtM2 projects, other partners, the Government of Nigeria (GoN), value chain analyses conducted across seven commodities, and from its gender integration plan to expand its approach and introduce new activities to facilitate increase in production, forge sustainable linkages as a part of its exit strategy, increase smallholders' access to inputs and finance, generate and deploy innovative technology, encourage the participation of women and youth, and foster further advancement with its grants and subcontract fund. MARKETS II's activities are guided by five pillars:

- Maximizing the MARKETS approach to unleash the potential of Nigerian agriculture, including the Niger Delta Region in collaboration with Chevron through the Foundation for Partnerships in the Niger Delta (PIND).
- Ramping up and leveraging for reach, expanding on successes such as the fertilizer voucher program and out-grower activities with a range of Nigerian and international processors, continuing to work through others, building new partnerships to develop sustainable buyer-farmer linkages, and fostering replication by GON, target state governments, donors, and the private sector.
- Prioritizing agricultural inputs, finance and markets which are major stumbling blocks across all value chains.
- Entering every activity with an exit strategy by defining who takes on what from day one with our role to demonstrate, scale up, and exit when milestones are met.
- Empowering Nigerian agriculture – our team's goal is a Nigerian workforce that understands agriculture as a commercial business, including women, youth and the vulnerable, and puts their skills and knowledge to work to bring success to their households, the sector, and Nigeria.

B. Strategy for First Annual Work Plan

This one year work plan spans the period October 2012 – September 2013. It is a result of individual and collaborative efforts by the technical and administrative teams of MARKETS II, and from extensive consultations with stakeholders. It is further influenced by the findings of the value chain analyses conducted across 20 states and in seven commodity areas (maize and soybean as part of the aquaculture value chain for fish feed development), and by the states selection process.

B1. Value Chain Selection

For the value chain selection process, criteria comprising economic, social/broad inclusiveness, and feasibility requirements were developed for an initial selection, including sub filters as follows:

Economic

- Market demand – are there processors and opportunities for import substitution? Is the value chain competitive?
- Potential for growth – income generation, employment, increased efficiency, and/or productivity, potential for environmental rehabilitation, integration/complimentary with other programs, geographical spread, size of target population?

Social / broad inclusiveness

- Presence of target population – including women, youth, other vulnerable groups, and required hectare size by farmers.
- Low income threshold – low skill/capital requirement to enter, ability to attract capital and build skills.

Feasibility

- Political will - Government of Nigeria (GoN), state, and PIND priorities, budgetary commitment / expenditure, infrastructure
- Potential for innovation – opportunities to introduce new technologies and management practices

Based on these criteria, and using a 1 – 3 scoring system, an initial assessment was conducted on thirteen commodities: millet, groundnut, sesame, maize, aquaculture, cassava, rice, sorghum, soybean, cocoa, cowpea, tomato, onion. Cassava, sorghum, rice, aquaculture, cocoa, soybean, and maize emerged the highest and were selected; soybean and maize factoring in as key components (sub value chains) of fish feed.

Using teams comprised of MARKETS II staff and local short-term consultants, MARKETS II conducted value chain analyses across the selected value chains. Subsequent seven half-day validation workshops were also held in Abuja with 78 stakeholders comprising farmers, processors, financial institutions, input dealers and suppliers, government officials, and USAID and MARKETS II staff. This work plan builds upon the selected commodity areas and draws upon the findings of the value chain analyses.

B2. State Selection

The states selection process was influenced by factors like our final value chain selections, PIND's priority states, the Federal Government of Nigeria and Ministry of Agriculture's SCPZs, multiple crop presence, individual state government's commitment to developing agriculture and/or infrastructure, presence of large number of farmers, potential partnerships with other organizations, and security dynamics. The final selected list of target states is: Kano, Rivers, Oyo, Sokoto, Kaduna, Kogi, Taraba, Kwara, Benue, Enugu, Ondo, Cross River, Niger, Delta and FCT. The states and value chains are shown below:

Points	States	Value chains				
		Aquaculture	Cassava	Cocoa	Rice	Sorghum
50	Kano				X	X
48	Rivers	X	X			
46	Oyo	X + (soy & maize)	X	X		
46	Sokoto *				X	
45	Kaduna	(soy & maize)				X
45	Kogi	(soy & maize)	X		X	
44	Taraba	(soy & maize)	X		X	
43	Kwara	X + (soy & maize)	X		X	X
43	Benue	X + (soy & maize)	X		X	
43	Enugu		X		X	
42	Ondo	X	X	X		
42	Cross River	X	X	X		
42	Niger	(soy & maize)			X	
39	Delta	X				
33	FCT	X	X		X	

Several other states ranked as high as those proposed: Jigawa farmers will have the benefit of being within range of the Kano SCPZ; Ogun processors will benefit from MARKETS II involvement with farmers in neighboring targeted states; Ebonyi and Anambra producers will have the advantage of MARKETS II support to centrally located Enugu; and processors in Kebbi will benefit from MARKETS II's work with Sokoto small-holders. MARKETS II collaboration with PIND will be extended to Edo and Bayelsa states. Planned activities in Taraba will commence when security in the state improves.

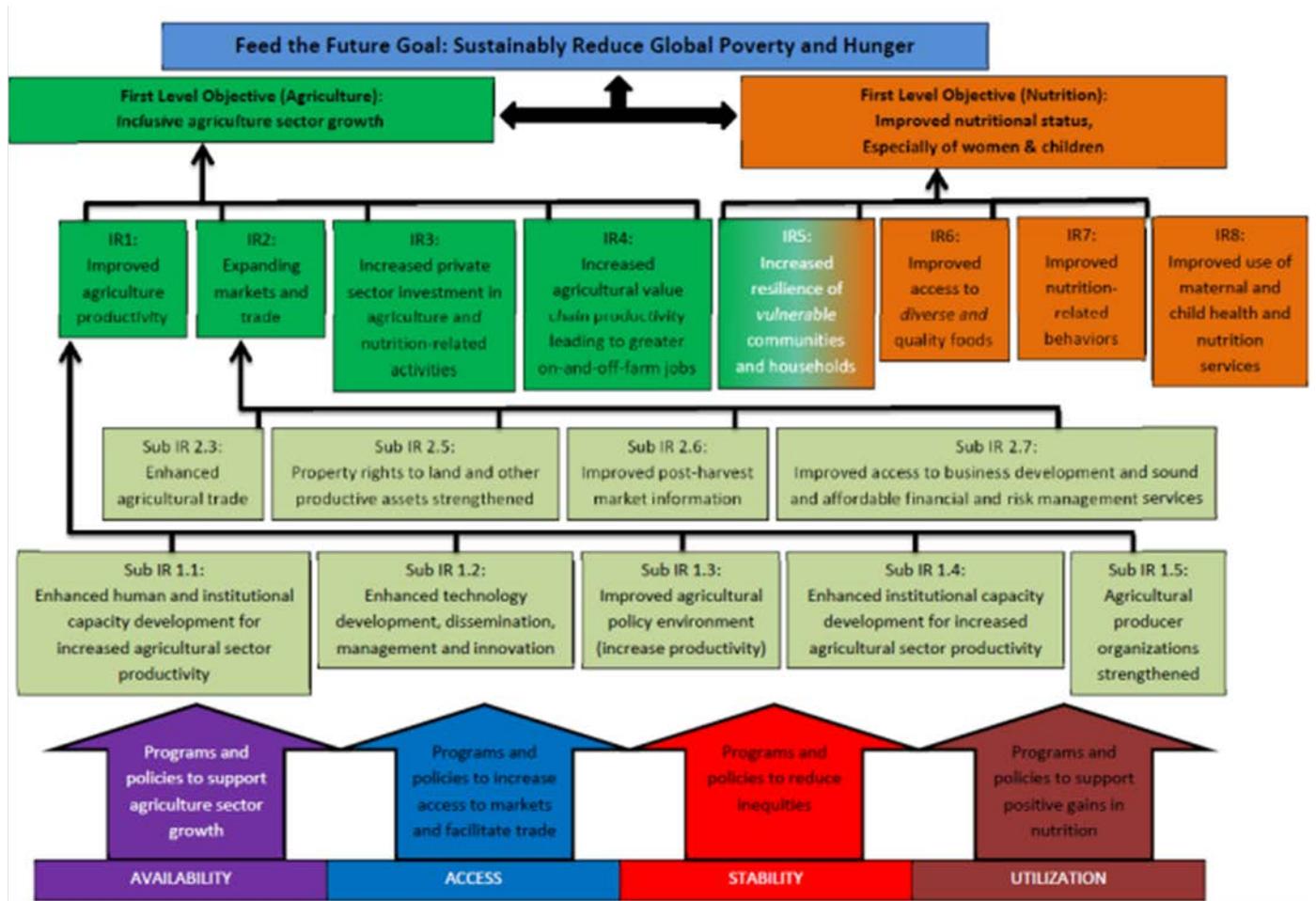
C. Managing for Results

C1. The Results Framework and Implementation Plan

Activities outlined in this one year work plan directly feed into the MARKETS II's life of project implementation plan and results framework of developing and strengthening the capacities of producers and organizations; increasing access to agricultural inputs; expanding on technology

generation and deployment; strengthening soil and water management, increasing access to agricultural finance; and supporting innovative applications to enhance value chain productivity, increase efficiency, and improve prospects for producers and agribusinesses through a grants and subcontract fund mechanism.

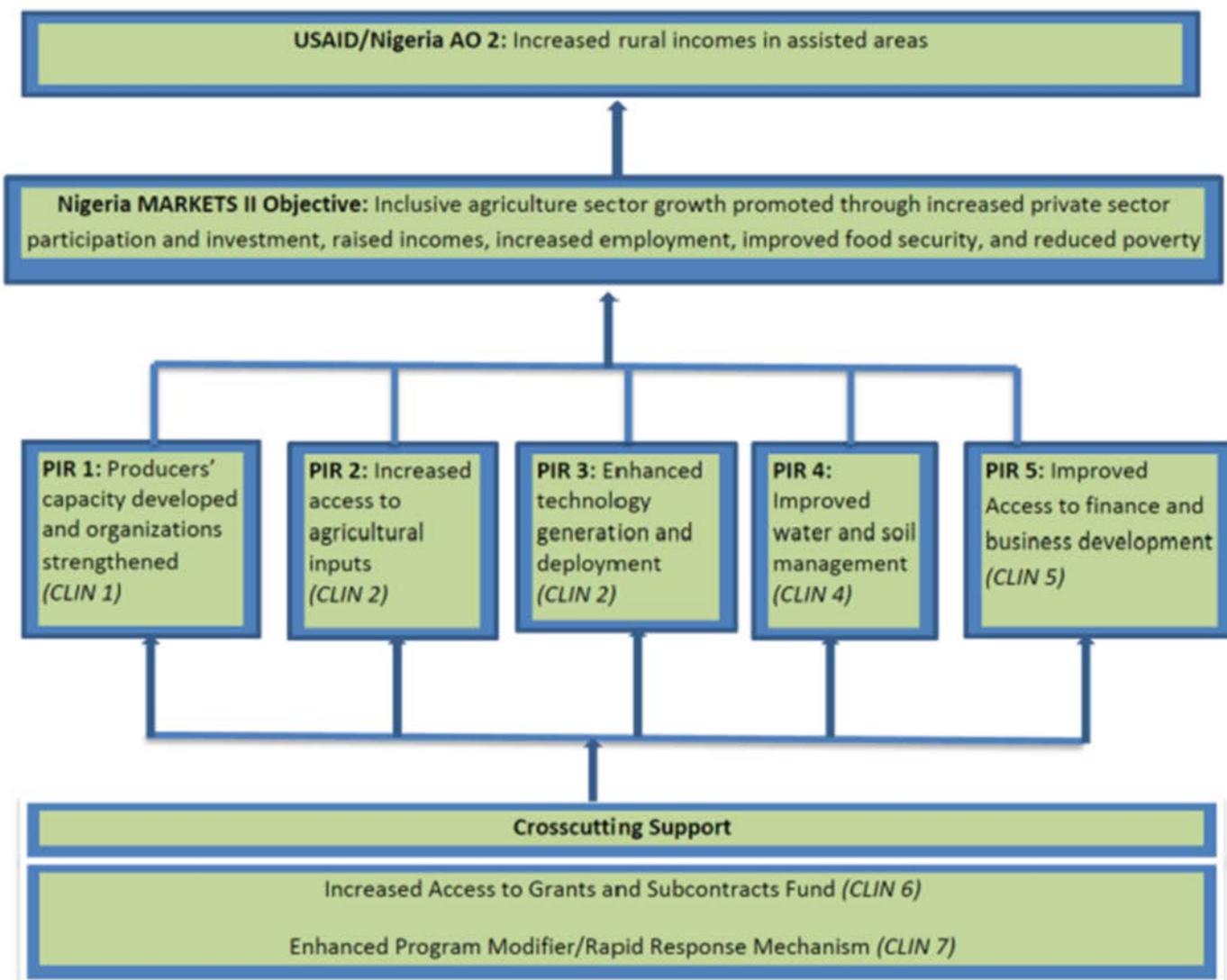
Exhibit 1: Feed the Future Results Framework



C2. Project Results and Indicators

While the results framework provides the structure for tracking progress towards MARKETS II’s goals, and guides project implementation, indicators have been outlined to aid in measuring results, impacts, and progress. Because MARKETS II aims to achieve AO 2 results and contribute to goals under the Feed the Future strategy, our indicators at the PIR level were chosen to incorporate the relevant USAID IR indicators captured under MARKETS. In addition we have included indicators integrated in the MARKETS II contract as well as Feed the Future indicators suggested by USAID/Nigeria in the draft scope of work for MARKETS II. With this approach, we ensure that the MARKETS II M&E system serves the needs of MARKETS II, USAID/Nigeria and USAID/Washington.

Exhibit 2: MARKETS II Results Framework



PIR: Project Intermediate Result

C3. Staffing for Results

Exhibit 2 shows our organizational and staffing structure. The team is overseen by a Chief of Party and eight Directors leading teams in agricultural productivity, business (and organizational capacity) development, agricultural finance, external relations, M&E, livelihoods and nutrition, communications and operations. MARKETS II has qualified personnel in offices in Abuja, Kano, Lagos, and Enugu, and is in the process of recruiting a cassava specialist and an aquaculture specialist for the Niger Delta. These staff will be based in PIND's Economic Development Centre (EDC) office in Warri, Delta state, and will interface and coordinate daily with PIND's technical and administrative staff. The MARKETS II Southern Regional Manager

Organizational Chart

USAID

* **Chief of Party/
Managing Director**
Harvey Schartup

**Chemonics Home-Office
Project Management Unit**

- * Key Personnel
- Located in the MARKETS II Office
- Located in IFDC and MARKETS II Offices

* **Agriculture
Production
Specialist/Director
of Agriculture
Productivity**
Edo Lin

**Director of
Operations**
Ricardo Diaz
(see box at right)

* **Business
Development
Specialist/
Director of Business
Development**
Chukwuemeka Ile

**Director of
Agricultural Finance**
Farouk Kurawa

**Director of
Livelihoods and
Nutrition**
Bassey Archibong

**Director of External
Relations and
Capacity Building**
Godson Ononiwu

**Director of External
Communications**
TBD

* **M&E Specialist/
Director of M&E**
Joseph Obado

IFDC TEAM

**MARKETS II
Technical Advisor**
Brian Kiger

**Input Development
Specialist/
Team Leader**
TBD

**Lead Trainer/
ADP Specialist**
Yahaya Hamajoda
**GES/Value Chain
Activity Coordinator**
Emmanuel Inedu
**IFDC Administrator/
Input Analyst**
TBD
Accountant
James Oluwole
Driver
Hashimu Mohammed

M&E Specialist
Adetunji Fazoranti

UDP Coordinator
Danjuma Makama
UDP Assistant
Laure Usman

**Local and
International STCs**

Local Technical Subcontractors *(supervised by the regional senior program managers)*
Agricultural Business Concepts Limited, Egalf Ventures Limited, Envoy Enterprises, REMIF Ventures, Sasakawa Global 2000, Diamond Development Initiatives, Other Local Subcontractors

International Subcontractors
Short-term Finance Specialists: **Shore Bank** *(supervised by the director of agricultural finance)*, Short-term Capacity Building Specialists: **Making Cents** *(supervised by the chief of party)*

Abuja
Irrigation Specialist
Felicity Onyekachi
Enyiorji
(Winrock)
**Technical Training
Manager**
TBD

Lagos
**Senior Program
Manager**
Olukayode Faleti

**Cassava Value
Chain Manager**
Peter Akinyemi
(Winrock)

**Cocoa Value Chain
Manager**
TBD
(Winrock)

**Aquaculture Value
Chain Manager**
Saeed Lawal
(Winrock)

Office Manager
Awoseyi Esan

**Administration
Assistant**
Francis Ayoola

Drivers (2)
Waheed Kelani
Isaac Okunade

Niger Delta

Cassava Advisor
TBD

Aquaculture Advisor
TBD

Kano
**Senior Program
Manager**
Aliyu Samaila
**Rice Value Chain
Manager**
Suleiman Sambo
**Maize Value Chain
Manager**
Usman Umar
Office Manager
Mairo Hassan
**Finance and
Administrative
Assistant**
Patience Agida
Drivers (2)
Kabiru Abdullahi
Lawan Kurawa

Midbelt

**Senior Program
Manager**
Francis Iketaku
(Winrock)

**Value Chain
Advisors (3)**
Maureen Okonkwo
*(Winrock/based
in Enugu)*
Olayemi Ajibola
TBD

OPERATIONS TEAM

* **Finance and
Administration
Manager/
Director of
Operations**
Ricardo Diaz

**Grants and
Subcontracts
Fund Manager**
Blessing Kemakolam
**Grants/Subs Fund
Officers (2)**
Ada Nwoji
Nargiza Kiger
**Grants/Subs Fund
Assistant**
Helen Aluje

**Senior Operations
Manager**
Grace Uadia
Procurement Officer
Rebecca Ege
**Logistics and
Administration
Assistant**
Geoffrey Peter
**IT/Database
Specialist**
Festus Onwudegu

**Human Resources/
Compliance
Manager**
Mary Adebawale
**Office Assistant/
Receptionist**
Chukwuemeka
Ndudim
Receptionist
TBD
**Human Resources
Assistant**
TBD

Finance Manager
Tarilayefa Kosuwei
**Assistant Finance
Manager**
Ikechukwu Okolie
Accountants (2)
Liyatu Apolos
Gbenga Buraimoh
Accounts Assistant
Faith Oji

**Security
Coordinator**
Vitalis Amachigh
Head Driver
Boma Thomas
Drivers (10)
Olusegun Ojo
Frank Oyibocho
Alex Agaba
Hamza Sanni
Oke Areghe
Joseph Okpara
Aminu Kadiru
Moses Apon
Uchenna Ogbodo
Segun Ajibola

**Credit Specialist
North (Kano)**
Abubakar Yusuf
**Credit Specialist
South (Lagos)**
Olufemi Adedeji

Program Officer
Theophilus Agada
Program Assistant
Zaki Emmanuel
**Short-term Gender
Specialist**
TBD

Technical Writer
Nonye Umeasiegbui

M&E Manager
Femi Gisanrin
M&E Specialist
Esther Oturu
M&E Officer
Jibrin Alhassan
M&E Assistant
Stella Onugha
GIS Specialist
Joshua Okafor

based in Lagos will be responsible for their supervision and field-level coordination in the two value chains in common with PIND (aquaculture and cassava). MARKETS II financial and business development personnel will make frequent trips to Niger Delta states in support of project value chain activities. MARKETS II is also bringing onboard young interns to build their capacity and bolster long-term interest in agriculture. Interns may graduate to full-time staff based on project requirements and their increased experience.

D. Partners and Resources

MARKETS II partners with a consortium of local and international, private and public sector organizations, including other USAID and donor-funded projects. MARKETS II maintains an inventory of complementary donor activities being implemented in the agricultural growth sector and around the livelihood and nutrition segment. This knowledge will further help us to carve novel paths in improving rural livelihoods and/or build on or support what has already been accomplished or currently being undertaken in various value chains across Nigeria. Collaborating and leveraging increase impact and sustainability, and are essential elements of the MARKETS II program. Where possible, we will look to leverage activities and resources with other agencies, and provide technical support where needed.

D1. MARKETS II Partners

Our subcontractors International Fertilizer Development Centre (IFDC), Making Cents International, ShoreBank International, Winrock International, and Diamond Development Initiative (DDI) offer specialized expertise in extension and training, private sector fertilizer systems, agriculture production, capacity building, and financial services. Long-term staffs of both Winrock and IFDC are embedded in MARKETS II's offices.

Local firms will also serve as key implementing partners in farmer, producer organization, and outgrower scheme development efforts. MARKETS II recognizes there are a number of skilled Nigerian firms and NGOs working in the sector, and is dependent on increasing the effectiveness and capabilities of these organizations as a part of its exit strategy. MARKETS II is doing this by raising the quality of services provided by local capacity building and training providers, as well as by building the ability of our local subcontractors to serve as contractors directly with business, government, and donors. MARKETS II has commenced this process by conducting institutional capacity assessment of four local service providers using the USAID organizational capacity framework.

D2. Government of Nigeria

Recognizing the increased demand for agriculture produce worldwide and the estimated US\$10 billion loss in potential export revenue on four commodities alone, the Government of Nigeria developed the Agriculture Transformation Agenda to make Nigeria an agriculturally industrialized economy by year 2020. The Agriculture Transformation Agenda utilizes policies, institutions and financing structures to drive growth in Nigeria's agriculture sector. Some of the key aspects of the agenda are:

- Promoting import substitution through tax incentives (e.g. increasing tariffs on imported wheat and rice, removing duties on select agro processing equipment, and establishing tax free zones to encourage investment in processing plants)
- Deregulating the seed and fertilizer sector to encourage private sector distribution and growth
- Increasing capabilities to coordinate the production, investments, grades and standards, market price stabilization etc. for all value chains in Nigeria
- Stimulating commercial bank financing and investment in the agriculture sector through the Central Bank’s Nigerian Incentive-Based Risk Sharing System for Agricultural Lending (NIRSAL).
- Establishing Staple Crop Processing Zones (SCPZ) in some parts of the country where food production is high and establishing favorable fiscal, investment and infrastructural policies to encourage private sector agribusinesses to set up processing plants in the zones.

Our relationship with the Federal Ministry of Agriculture’s Agricultural Transformation Agenda is strengthened through identifying, in consultation with the relevant officials, areas where MARKETS II will be able to complement ATA activities and make relevant contributions to the GONs activities. Consultations are ongoing, and MARKETS II’s selection of value chains and states has taken into consideration FMARD’s criteria, and influenced by FMARD’s SCPZs. Considerable effort will be made to ensure commitment and buy-in from government counterparts. Proposed activities with GoN for the next one year are outlined under the ‘Government Relations’ section.

D3. Governments of Targeted States

The MARKETS II program dynamics and implementation plan relies heavily on the effective support of governments of the states where we work. In our value chain development system, the project signs implementation agreements (IA) with the states and works closely with the individual state Agricultural Development Programs (ADP). We took state government support into account during the states selection process where states were scored on point system that included state-level investments in agriculture and willingness of government to support agriculture.

MARKETS II has commenced liaising with the government of the new targeted states. Meetings have been held with the ADP Directors and Commissioners of Agriculture for Niger, Kogi, Enugu, and Ebonyi states. The Commissioner for Agriculture in Enugu has allocated office space in the state’s ADP building to MARKETS II. In the coming weeks MARKETS II teams will continue meeting with targeted states’ personnel to establish new relationships and solidify existing ones.

D4. PIND

MARKETS II, through USAID, is partnering with the Foundation for Partnership Initiatives in the Niger Delta (PIND) to improve the livelihoods of farmers, women and youth in the Niger Delta region. MARKETS II is contributing to PIND’s economic development program that aims to generate sustainable economic development for MSMEs in three areas: overcoming

communities' constraints to market access; increasing sustainable agricultural development and enhancing food security; and identifying and nurturing technology-driven development opportunities.

In the last six months, MARKETS II worked with PIND to adapt the Nigerian Agricultural Enterprise Curriculum (NAEC) for aquaculture and facilitated a training of trainers (ToT) workshop for selected farmers and PIND staff. MARKETS II also linked PIND to its aquaculture partners for the planned demo pond trials, and provided support on the organization of an aquaculture stakeholders meeting. For the next one year MARKETS II will continue to actively liaise and partner with PIND to develop a framework for increasing rural productivity in the Niger Delta. Some key activities to be implemented include:

- Recruit cassava and aquaculture specialists to be based in the PIND EDC office in Warri
- Association development – Identification/mapping of potential groups and associations - A rapid assessment for aquaculture groups/associations will be conducted in at least two Niger Delta states in 2013.
- Work with United Ufoma Fish Farmers Association in Warri, Delta State to increase their access to improved fish input (feed, fingerlings) and adequate technical (extension) support.
- Facilitate demo-pond trials on best aquaculture practices for fish farmers in the Niger Delta in collaboration with PIND.
- Train selected farmers in the Niger Delta on improved fingerling production and hatchery management techniques.
- Train new association partners in the Niger Delta on water quality management, fish health, and disease control.
- Conduct NAEC aquaculture and cassava ToTs in the Niger Delta states and monitor step down.
- Train lead farmers on cassava production and farm management; land preparation, optimal spacing, safe use of herbicides, etc., and monitor step down trainings.
- Conduct cassava field day demonstrations; pre-season and in-season.
- Train farmer groups and associations on group dynamics and leadership.
- Conduct training on Effluent Disposal and Management, and Managing Quality and Standards in Cassava Processing for officers of cassava processing factories.
- Train youth contract sprayers once the MARKETS II PERSUAP is approved.
- Train selected farmers on techniques and economics of commercial stem multiplication.

D5. Donor Projects

MARKETS II acknowledges the good work being done by other organizations, and looks to leverage resources, activities, and technical support with other complimentary donor projects. Potential partnerships include with Catholic Relief Services (CRS) on cassava stem multiplication; with IFAD on value chain development in the Northern, Niger Delta and Mid-Belt regions; with NEXTT on supporting trade policy, improved transportation corridors and rural access roads; with PEPFAR awardees on improving rural household nutrition; Caterina de' Medici Africa (CDMA) on youth empowerment initiatives; the World Bank's Fadama III project on value chain development and SCPZ support; and with Oxfam on the Gates Foundation small holder rice program.

II. Cross-Cutting Support Activities

A. Monitoring and Evaluation

Activity objective:

Monitoring progress and evaluating results are key management functions in any performance-based management plan. Performance monitoring is an on-going process that allows managers to determine whether or not a program or activity is making progress towards its intended results. Performance information plays a critical role in planning, and managing decisions.

Evaluation is the periodic assessment of a project's relevance, performance, efficiency, and impact—both expected and unexpected—in relation to stated objectives. Evaluation helps to identify effects that are attributable to the program. As required by Feed the Future, all indicators will be disaggregated by gender and youth where possible. This will enable the M&E team to analyze gender balances and make adjustments to programs where needed. The strength of monitoring and evaluation lies in its ability to provide timely performance information which is used to manage for results and to improve project performance.

The implementation of the M&E system will involve the entire MARKETS II technical and management team, and will include the MARKETS II local and international subcontractors. This is necessary for several reasons:

Efficiency: MARKETS II technical team members have first-hand knowledge of activities and are best suited to collect, supervise the collection of, and verify basic M&E data in their respective technical areas. Immediate knowledge of progress against targets will also assist in making timely decisions to modify implementation as required.

Ownership: By involving MARKETS II staff in contributing to the M&E system, the system belongs to the entire team. This will ensure that the set of information generated is relevant and consistent with the interests and needs of the entire team and MARKETS II partners.

Feedback: The M&E team will analyze the collected data and will share the results with MARKETS II technical team members by equipping them with first-hand information on project progress. This will enable the technical team to be able to use M&E information to guide program implementation.

Capacity Building: M&E is a key management skill for MARKETS II' beneficiaries, including grantees and subcontractors. By being involved in M&E process, technical team members will also transfer M&E skills to their grantee and subcontractor partners. The program will therefore build the capacity of all technical staff and other partners at the field level to equip them with M&E skills that will ensure proper, efficient and accurate data collection through recommended data collection methodologies.

Impact Assessment: Under MARKETS II, impact assessment design will consider baseline survey findings from the beginning of the program to reflect the status of those not benefitting from the program. At the end of the program or mid-term, another survey will be conducted to find out the outcomes from those benefitting from MARKETS II. The findings from the mid-

term or end-term will be applied as outcomes of beneficiaries who have already received the project (intervention). The difference in two outcomes will be reported as the impact of MARKETS II. In this particular design, findings from baseline, mid-term and end term will be compared to show any meaningful differences that can be attributed to the project. This type of comparison fits well with MARKETS II as its design may not distinctly identify counterfactual group that is not biasedly selected. The baseline survey has been planned for March-April 2013. Mid-term and end-term survey will be conducted in June 2015 and January 2017.

Collaboration on M&E Evaluations: MARKETS II will work closely with the Mission's Monitoring and Evaluation Managements Services (MEMS) project to determine how the value chain model impacts on family food security through the choices of commodities, contract modalities, training events, etc.

MARKETS II will maintain a database of monitoring data that will be used in evaluating project performance by the mission-contracted independent evaluation team.

2012-2013 Activities:

October 2012-March 2013 - Cropping survey monitoring and data capture: This activity is planned to evaluate the performance of farmers during the latest harvest at the farm level. In this aspect, selected/sampled farmers are surveyed using a standard tool that captures the program activities at the farm level. The indicators to be captured during this survey include yield, gross margins, adoption of agricultural practices and technologies among others.

November 2012-March 2013 - Baseline Survey for MARKETS II: The program will conduct a baseline survey assessment of a sample of farmer organizations and farmers working with the program to inform program management on progress or lack of progress towards set targets. The baseline survey will enable the program to: (1) establish the baseline values of Performance Management Plan (PMP) indicators against which future measurements of outcome/impact-related changes (e.g., practices, perceptions and/or systemic changes) can be made; (2) provide information on the status of community participation especially in development initiatives in their areas especially in the respective value chains; and (3) through their participation, the baseline survey should provide learning opportunities for MARKETS II and partners in understanding/internalizing the planned program objectives and activities.

January 2013 - Review and re-submit the PMP: Following the new developments and realization of actual activities to be undertaken in MARKETS II together with revised work plans and targets by program senior management unit, our team has on revised the PMP in order to capture changes in the initial document. This involved clearly outlining the program indicators to be tracked as per respective objectives as well as revision of targets as proposed by the implementers/directors. The review also was done to realistically estimate the targets for the program for respective value chain enterprises. This will ensure proper and realistic achievements based on achievable results.

Preparation of reports: The work of this unit will be to communicate with the entire project beneficiaries, implementing partners, technical team, senior management team as well as USAID. Quarterly reports will be compiled during the reporting periods of January, April, July

and October during the year 2013. October reporting will be used to capture the annual performance of the MARKETS II, including MARKETS II performance in reaching women, youth, and other vulnerable groups. At the same time, during the April reporting, the cropping survey findings as well as baseline results will be disseminated to the stakeholders. These reports will also be included as addendum to the quarterly reports and submitted to USAID. Also, under this activity, the monitoring reports will be prepared and shared with staff with intention of improving on program activities.

January – December 2013: Spatial mapping of beneficiaries and plots: This will be the one of the main activities carried out in 2013 by the M&E unit of the program. The objective of this activity will be to spatially document the locations of all beneficiaries as well as demo plots in the program. All plots under this intervention will be referenced using GPS and maps produced for program references using GIS software. The unit has planned to bring into the team a GIS/GPS specialist that will be in charge for the generation of maps for all the beneficiaries.

June - October 2013: Data analysis for decision making: During this period, the team will embark on carrying out data analysis and studies that will inform the management team on the new areas to intervene in or what areas need thorough backstopping to provide desired results. This will involve analyzing the data collected and properly interpreting it to enable the staff to understand the impact of the program as well as to identify any short-comings.

Training to support activity:

Training of technical staff, service providers, EAs/ Enumerators to capture costs, yields and incomes

Anticipated M&E data challenges and/or proposed enhancement:

- This unit anticipates challenges of double counting by implementing agents. Measures will be put in place to avert this potential risk that would undermine quality of data being reported.
- Area measurements for all farms working with the program will be an uphill task but we will be as accurate as possible through use of GPS during data collection and appropriate sample selection.
- Data generation from partners may be a challenge especially for those partners that treat data as private information for their own use. This challenge is commonly encountered from financial institutions and processors. To resolve this, MARKETS II has included clauses on data collection and sharing in the Implementation Agreements being signed with banks/MFIs and agro processing partners.

B. Project Management and Administration

MARKETS II will build upon the foundation of streamlined accounting, financial, and administrative procedures set under MARKETS/BtM2. Key activities from November 2012 to October 2013 are:

- Upgrade all electrical networks in the Abuja office.

- Repair all vehicles in the project offices to ensure project implementation. An additional four vehicles have also been purchased for the project. Given the project's large geographic scope, consistent field visits, and the age of project vehicles (except for the four new vehicles all have high mileage and date from prior MARKETS projects) we will explore the procurement of additional vehicles with the Mission to ensure safety/security of staff and smooth technical implementation.
- Assist the FACT start up visit (Field Accounting and Compliance Team).
- Updates to MARKETS II Policy manual to be delivered to all staff
- Updates to Emergency Action Plan to be completed
- Conduct procurement training in all regional offices
- MARKETS II is currently recruiting for the following long-term positions: Communications Director, Training Manager, two value chain personnel for the Middle Belt, HR Assistant, Logistics Assistant, and Receptionist. Approval requests were submitted to the Mission for the Training Manager and the two Middle Belt value chain advisors.
- A Security Coordinator has been engaged for MARKETS II, and the ongoing security review of the office facilities will continue, counteractive measures being put in place from findings. A complete security assessment will be made on working in the project's targeted states and project systems adjusted accordingly.
- In order to improve the quality of the service provided by the operations unit, all drivers will attend Defensive and Evasive Driving training and First Aid courses.
- As a support unit, the Operations team will provide logistical and administrative support to all program activities for the period of this work plan and throughout the end of the project.

Resources: Project support staff will be focused on these activities with assistance and guidance from the Chemonics home-office MARKETS II project management unit (PMU).

C. Grants and Subcontracts Fund (GSF)

MARKETS II has a \$10-million Grants and Subcontracts Fund (GSF) for grants, subcontracts, and special activities with local and international firms that will be used to leverage project activities, delivering support and expanding opportunities for value chain investment. The GSF program will have dual impact, both supporting MARKETS II in achieving change in target areas and in building the institutional capacity of grantees and local subcontractors, to carry on this work in the future. . Competitively selected local subcontractors, under the guidance of MARKETS II staff, will work in selected value chains, identifying and organizing farmers and training leaders and extension staff in the local community for high impact and maximum reach in the state. \$3.5 million has been set- aside for this purpose. The remaining \$6.5 million will be used to compete out other needed or innovative technical activities or be utilized for seed funding or to leverage impact: \$3.0 million of which is set aside for grants and \$3.5 million for competitively selected subcontractors, business management organizations and community-based organizations. Chemonics has purposely structured this fund to guarantee maximum impact for local partners and other Nigerian firms seeking to leverage resources with private resources or international firms, and assistance to smaller organizations seeking to enhance MARKETS II objectives. The MARKETS II project will consider grant activities that promote innovative applications such as ideas, processes, equipment, training, or designs that can be

introduced into the commodity value chain to enhance productivity, increase efficiency, improve a process, or otherwise lead to some practical benefit to producers or agri-business. We will also utilize the fund for innovative partnerships within agricultural sector (e.g. foundations, international organizations, business) that enable MARKETS II to leverage its funds and complement funds from outside sources.

The key GSF activities for year 1:

- Draft and execute value chain and commodity activities subcontracts.
- Issue the grants Letter of Credit (LOC).
- Obtain approval for Grants Manual
- Implement grants training for MARKETS II staff
- Implement “Getting to Grants” trainings for potential grantees
- Release RFAs and APSs
- Receive grant activities TORs
- Draft and award grants agreements
- Orient for local grantees
- Review and approve grantees’ monthly reports

Gender, youth and vulnerable groups:

- Work towards ensuring that MARKETS II works with more women-run organizations and youth-support organizations as service providers/local subcontractors.
- Encourage women, youth and people with disabilities to respond to request for applications (RFA) for MARKETS II grants.

D. Effective Communications

The main objective of the MARKETS II program is to promote agricultural development through increased private sector participation and investment in the sector, raising income, increasing employment, improving food security, and reducing poverty. To accomplish this goal MARKETS II will work closely with the GoN to develop and implement all project activities. Effective communications is an important element in reaching this objective.

Key Activities/knowledge sharing products for the next one year:

- Website - Update and keep current the MARKETS II website to reflect the selected value chain, states and activities.
- Field journals - In addition to the regular success stories, MARKETS II will select one farmer each from the various value chains to record their activities throughout the cropping season.
- Media tour of states – Invite representatives of media houses to take a tour of MARKETS II project sites to record activities and progress.
- Firm-level case study – Research and document the successes and growth progress of selected agro processing firm partners.
- Brochure - Revise and print MARKETS II project brochure.

Gender, Youth and Vulnerable Groups

To reflect the integration of women, youth and vulnerable groups in all our technical activities, communications efforts will:

- Ensure that women, youth, and persons with disabilities (PWD) are represented in selecting farmers to be used for the field journal series.
- Represent women and youth in photo opportunities for use in promotional materials and reporting documents to encourage their increased participation.
- Include women, youth, and PWD farmers in documenting success stories on value chain development efforts.
- Write success stories on PEPFAR and gender/vulnerable group interventions.
- Dedicate a page on the MARKETS II website to gender, youth and vulnerable groups integration activities.

III. Work Plan

A. Final Fast Track Activities for 2012 Season

For the first 6 months of MARKETS II, the project continued the successful value chain approach of MARKETS/BtM2 through fast track field activities. Implementation Agreements were signed with agro processing firms, farmers networked, and capacity building activities implemented. Rice, sorghum, maize, and sesame farmers in Kwara, Anambra, Ebonyi, Benue, Kebbi, Kano, Kaduna, Katsina, Bauchi, Sokoto, and Jigawa states participated in preseason trainings and green field day demonstrations on improved agronomic practices. In late 2012 and early 2013, MARKETS II will complete its fast track activities as follows:

A1. Rice

- Brown field days and postharvest training
- Group dynamics and leadership skills training
- Cost yield and income survey

A2. Sorghum

- Brown field days and postharvest training
- Group dynamics and leadership skills training
- Cost yield and income survey

A3. Maize

- Brown field days and postharvest training
- Cost yield and income survey

A4. Sesame

- Brown field days and postharvest training
- Group dynamics and leadership skills training
- Cost yield and income survey

A5. Agricultural Finance

- Complete Agricultural Financial Services Market study
- Engage prospective and present partners in discussion on MARKETS II planned activities regarding financial services for partners
- Meet with NIRSAL to identify areas of collaboration and agree on partnerships
- Develop, renew and sign Implementation Agreements with all partner financial institutions.

B. Year 1 Project Implementation: Value Chain Activities

B1. Aquaculture

Overview and strategy:

Fish is one of the main sources of animal protein for Nigerians but with only an estimated 50% of demand supplied by locally produced or captured fish, existing and potential small and medium scale fish farmers are missing significant business opportunities. Availability of quality and affordable fish feed and fingerlings, credit, and improved production techniques are challenges faced by the sector.

The proposed MARKETS II work plan is designed to address those issues by providing technical assistance and capacity building in solving the identified skill and input gaps of association/firm partners in aquaculture production and processing technologies, input supply and marketing strategies and support for fish and fish feed, and thereby increase the income of farmers and other stakeholders in aquaculture. Please see the Aquaculture Activity chart at the end of this workplan for more details.

MARKETS II aquaculture activities will increase in scope in comparison to its predecessor projects in terms of geographical area, numbers of participants, and interventions in the value chain. Aquaculture activities will be carried out in additional targeted states and production methods will encompass Tilapia raising as well as our traditional focus on catfish rearing.

The experience and lessons learned under MARKETS/BtM2 will be utilized in working with existing and new association/firm partners. For instance, MARKETS II is working in close collaboration with the Foundation for Partnership Initiatives in the Niger Delta (PIND) and other related agencies to promote best aquaculture management practices, value addition processing, and improved fish marketing for sustainable aquaculture development program in the Niger Delta.

In addition, MARKETS II will play a significant role in the development of the local fish feed industry through interventions in the maize and soybean sub value chains (maize and soybean constituting important components of a properly formulated and affordable fish feed).

Activity objectives:

- To provide technical assistance and capacity building to aquaculture partners (fish producers, processors and feed producers) to increase productivity and income
- To link partners to identified sources of inputs, and facilitate access to credit and markets

2012-13 targets:

- No of farmers 3000
- No of new technologies 2
- No of farmers adopting new technologies 3000

- No of farmers to be trained 3000
- No of farmer associations assisted 8
- No of PPPs formed 1

Initial value chain partners:

a) Association of fish farmers and processors:

- Lagos State Catfish Farmers Association (LASCAFA-CAMU)
- Catfish Farmers Association of Nigeria, Oyo State Chapter (CAFAN-Oyo)
- Catfish Farmers Association of Nigeria, Osun State Chapter (CAFAN-Osun)
- Association of Fish Farmers & Aqua-culturists of Nigeria, Kwara State chapter (AFFAN-Kwara)
- Ijebu Development Initiative on Poverty Reduction (IDIPR, Ijebu-Ode, Ogun State)
- FMARD ATA aquaculture value chain group

b) Firms and Businesses:

- Durante Fish Industries Limited - capacity building on fish feed production and marketing of fish feed and aquaculture equipment; linkages to maize and soybean producers for fish feed
- Azemor Agribiz Limited - technical assistance, capacity building, and linkages
- Grand Cereals Limited (GCL), Karma Milk Industries, and FEEDTECH - capacity building on marketing of fish feeds; linkages to maize and soybean producers for fish feed

Potential partners:

- United Ufoma Fish Farmers Association (UUFFA) Ekpan-Warri, Delta state. UUFFA is a group of 2,000 fish farmers with over 4,000 ponds in clusters. The group members lack access to improved fish input (feed, fingerlings) and technical support (extension)
- AFFAN Kuje-FCT Chapter; Gwagwalada Area Council;
- Associations of fish farmer groups in Benue, Cross River, and Rivers states;
- AFFAN Ondo State Chapter
- Edo and Bayelsa fish farmer groups to be identified
- De-ideal Agro-allied Service Limited, Gwarinpa, Abuja - promote entrepreneurship in local production of floating fish feed to ensure regular supply of quality floating feed at affordable cost to farmers
- Amolese Aquaculture Nigeria Ltd - pioneer commercial floating cage fish farming system for tilapia and clarias sp at Epe lagoon in Lagos state
- Leehad Farms (Nutri- fish), Odogbolu, Ogun state - specialized in fish processing for export to UK, USA, Italy e.t.c. National Association of Fish Farmers & Aqua-culturists of Nigeria (AFFAN)

Other related organization(s) for possible collaboration:

- State ADPs/NPFS
- FDF
- FAO/Sustainable Aquaculture System of Nigeria (SASN)
- NIOMR, Lagos; NIFFR, Niger state

- National Centre for Agricultural Mechanization (NCAM) and other research centers for development and demonstrations of improved fish processing equipment

Implementation agreements (IAs) and subcontracts to be developed in 2012-2013:

- Renew IAs with existing association/business partners: LASCAFA-CAMU, CAFAN-Oyo, CAFAN-Osun, AFFAN-Kwara, IDIPR, Ijebu-Ode, Durante Fish Industries Ltd, Grand Cereals Limited, Azemor Agribiz limited, Karma Milk Industries, and FEEDTECH
- Sign IAs with new association/business partners in the South-South, South-West and North-Central regions; including the FCT
- Sign IAs with Lagos, Ogun, Oyo, Osun, Ondo, Kwara, and FCT ADPs, and with other ADPs in states that MARKETS II will support aquaculture activities
- Subcontract with aquaculture firm and fisheries research institutes on brood stock development program of catfish (*Clarias* sp)
- Subcontract with Vitapur (a subsidiary of Vitafoam Nigeria Ltd) on floating cage culture materials (framework, nets etc.)
- Subcontract with service provider(s) on aquaculture production technologies

Training to support activities:

- Demo-pond trials on best aquaculture practices for fish farmers in the Niger Delta with PIND
- Capacity building to improve fingerling production and hatchery management techniques for selected farmers in the Niger Delta
- Training on water quality management, fish health, and disease control for existing association partners
- ToT on basic aquaculture production techniques and best management practices for new association partners
- ToT on basic aquaculture production techniques and best management practices for customers of GCL, Jos and Durante at farmers forum in Kaduna
- Training on effective feed marketing strategy for dealers of Durante Fish Industries Ltd in Ibadan
- Training on improved small-scale fish processing (smoking and drying).
- NAEC aquaculture as a business ToT for new partners in the South-West, North-Central, FCT and Niger Delta regions
- Training on accessing resources and use of financial credit
- ToT on floating cage culture system of tilapia for new and existing partners in the South-West and North-Central regions in collaboration with Durante Fish Ind. Ltd.
- Training of ADP staff/EAs on delivery of technical/extension services to networked association partners
- Skill development training for youth on basic aquaculture production techniques

Gender, Youth, and Vulnerable Groups:

The aquaculture value chain is conducive to the participation of women, youth, and other vulnerable groups. MARKETS II will encourage the establishment of small-scale integrated, homestead fish farming practice in plastic tanks of 1cm³ (1,000 liter capacity) at beneficiaries' backyards in Kwara, Lagos, and Oyo states. This type of homestead fish farming will facilitate

women and youth involvement in fish food production (food security) and income generation, especially as it does not require large areas of land; a major constraint faced by interested youth in urban centers. Also, excess water from the rearing tank could be drained to irrigate small vegetable gardens for food and/or income. MARKETS II will provide the necessary trainings in basic aquaculture production techniques and on improved small-scale fish processing (smoking) technique as an off-farm employment option in all targeted aquaculture states. This activity will enable beneficiaries to generate more profit from the sale of smoked fish over fresh fish. Beneficiaries will also be encouraged to form fish sellers' association/group for better bargaining and negotiation power on sales. The youths would also learn new skills in basic fish feed preparation and hatchery breeding production techniques to earn income from sales of feed and fingerlings. MARKETS II will work with its microfinance and commercial banking partners to address the credit challenges faced by these and our other small-scale value chain producers and processors.

B1.1. Soybean

Overview and strategy:

Nigeria produces around 500,000 metric tons of soybeans (2011) but remains largely dependent on imported soybean meal for its demand. The main demand for soybean meal as a protein source is in the animal feed sector, including fish feed for the rapidly growing aquaculture sector. With dwindling availability and high prices for fish meal, soybean becomes an attractive alternative. Studies by IITA in Benue have shown that soybean producing households which use part of the crop for household use show a better overall nutritional status especially for infants. Soybeans also have the ability to capture atmospheric nitrogen thus improving soil conditions for next crops. Soybean is a new value chain for the MARKETS project, and was selected as a key component of fish feed.

Activity objectives:

- To reduce the cost of fish feed production through the supply of quality soybeans to fish feed producing companies.
- To increase productivity of farmers through adoption of best agronomic practices.
- To improve income of farmers through ready and competitive markets for their products.
- To facilitate the supply of quality soybeans to agro processing partners.
- To promote technologies and best modern practices in soybean cultivation.

MARKETS II will provide technical assistance and capacity building support to 4,000 smallholder farmers in Benue state, 2,000 in Niger state, and 1,500 in Kaduna state with the ultimate goal of increasing rural household incomes and providing raw materials for fish feed to fish meal industries. These farmers will be networked for Grand Cereals Limited (GCL), Novum Associates, Karma Milk Industries, and FEEDTECH. MARKETS II will also explore soybean production and marketing opportunities in other targeted states. Please see the Soybean Activity chart at the end of this work plan for more details.

2013 targets:

- Number of farmers 7500
- Area under cultivation 4500 Ha
- Farmer yields 1.5MT/ha
- Number of new jobs 20

Initial value chain partners:

- Grand Cereal Ltd
- Niger, Kaduna, and Benue state ADPs
- National Agricultural Insurance Corporation (NAIC)
- IITA/IAR/NCRI
- Kaduna ADP extension
- Karma Milk Industries
- FEEDTECH
- Novum Associates
- N2 AFRICA
- BoA
- FMARD ATA soybean value chain group

Potential partners:

- Durante Fish Industries
- De-Ideal Feed, Gwarimpa
- Fish Tek Industries, Gwarimpa

Implementation agreements (IAs) and subcontracts to be developed in 2013:

- IA with Grand Cereals, Karma Milk, Novum, FEEDTECH, and state ADPs Subcontracts with competitively selected TBD service providers for field activities

Training to support activity:

- Training of lead farmers on best agronomic practices for maize
- Establishment of demonstration plots to showcase improved production technologies
- Group dynamics and leadership skills trainings
- Monitor step down trainings by lead farmers to group members
- Conduct green and brown field days to demonstrate best practices
- Conduct NAEC (ToT) for networked farmers
- Conduct rapid capacity assessment of maize farmer associations
- Conduct training on contract spraying and safe use of agro-chemicals for youth when PERSUAP is approved
- Train farmers on simple farm equipment and mechanization tools that reduce drudgery and increase efficiency of production
- Day to day extension services/training through ADPs and engaged service providers

Technology generation:

MARKETS II will work with NCAM and NCRI to develop technologies that fill the identified need for power tillers, planters, multipurpose threshers, and winnowers. These technologies will be demonstrated to farmers for adoption as soon as fabrication is completed or equipment source is identified.

Gender, Youth and Vulnerable Groups Integration:

- Identify and integrate women and youths groups into the outgrower schemes.
- Select and introduce women and youth groups to seed and agro chemical companies to serve as distributors in their locales.
- Train women and youth groups on the use of threshers and encourage them to provide postharvest services.
- Train youth groups on contract spraying once PERSUAP is approved and on fertilizer and seed planting.
- Facilitate linkage to banks, agro input dealers, processors, and NAIC.

B1.2. Maize

Overview and strategy:

Nigeria produces about 8 million tons of maize per year, but the high potential of its use in the fish feed sector provides excellent commercial and expansion opportunities for the maize value chain. Maize is a key ingredient in the production of fish feed and provides the main source of energy in fish feed; an input that accounts for 60-70% of total fish production cost, posing a critical element in the competitiveness of the aquaculture value chain.

During the 2013 fiscal year, MARKETS II will play a significant role in the development of the local fish feed industry through involvement in the maize ‘sub’ value chain by networking farmers in Oyo and Kaduna states to produce and supply maize to fish feed milling companies like Durante Fish Industries Ltd, NIOMR, NIKSEG, FEEDTECH, Novum Associates, and Grand Cereals Limited. Maize activities in other targeted states of Kogi, Taraba, Kwara, Benue and Niger will commence during the 2014 planting season.

To ensure high quality yields, farmers will be linked to reliable sources of maize seeds and fertilizers. Firms like Grain-Pro, Springfield Agro and other agro-input suppliers will be invited to field activities to showcase various technologies to farmers. Trainings will be conducted by selected service providers to ensure effective delivery of technologies and improved production methods. The precision planting methods of using row planters will be demonstrated to go along with testing UDP technology for maize production. Farmers will be linked to banks for credit and to fish feed processing companies for buyback. Please see the Maize Activity chart at the end of this work plan for more details.

Activity objectives:

- To reduce the cost of fish feed production through the supply of quality maize grains to fish feed producing companies.
- To increase productivity of farmers through adoption of best agronomic practices.
- To improve income of farmers through ready and competitive markets for their products.
- To facilitate the supply of quality grain to agro processing partners.
- To promote technologies and best modern practices in maize cultivation.

2012-13 targets:

- | | | |
|--------------------------------|----|-----------|
| • No. of farmers | | 13,500 |
| • Area under cultivation | | 13,500 Ha |
| • No. of new jobs | 20 | |
| • No. of farmers to be trained | | 13,500 |

Initial value chain partners:

- Durante Fish Industries Ltd, Ibadan
- Ajanla (CHI) farms, Ibadan
- Caps feed Ltd, Ibadan
- Grand Cereals Limited (GCL)
- FEEDTECH
- NOVUM
- IAR
- KADP
- Freshline farms, Ota, Ogun State
- NIOMR, V/Island, Lagos
- NIKSEG farms, Benin, Edo State
- Oyo State Min. of Agric/ Extension services
- Bank of Agriculture (BoA) Ltd, Ibadan
- FMARD ATA maize value chain groups

Implementation agreements (IAs) and subcontracts for 2012-2013:

- Implementation agreements with agro processing firms GCL, FEEDTECH, Novum Associates, Durante Fish Industries and state ADPS
- Subcontract with service providers

Trainings to support activity:

- Training of lead farmers on best agronomic practices for maize
- Establishment of demonstration plots to showcase improved production technologies
- Group dynamics and leadership skills trainings
- Monitor step down trainings by lead farmers to group members
- Conduct green and brown field days to demonstrate best practices
- Conduct NAEC ToT for networked farmers

- Conduct rapid capacity assessment of maize farmer associations
- Conduct training on contract spraying and safe use of agro-chemicals for youth when PERSUAP is approved
- Train farmers on simple farm equipment and mechanization tools that reduce drudgery and increase efficiency of production

Gender, youth, and vulnerable groups:

- Select and introduce women and youth groups to seed and agro chemical companies to serve as distributors in their locales.
- Train women and youth groups on the use of threshers and encourage them to provide postharvest services.
- Train youth groups on contract spraying once PERSUAP is approved, and on fertilizer and seed planting.

B2. Cassava

Overview and strategy:

Nigeria produces over 34 million metric tons (MT) of cassava annually, and is the world's largest producer. But in spite of this volume, the country's full yield potential is yet to be realized as smallholder production rarely exceeds 11 MT per hectare (national average), while most of the commercial/industrial cassava processors face a critical supply constraint. Many commercial cassava agribusinesses operate below processing capacity due to the irregular supply of fresh cassava roots. Under the USAID Global Food Security Response Program, MARKETS/BtM2 initiated several new partnerships in the cassava sub-sector in early 2009 (2009-2011) to successfully increase yield to around 25 MT per hectare, through collaborations with Nigerian agribusinesses to organize outgrower formations, and facilitate access to IITA's improved cassava varieties and the adoption of best agronomic management practices.

In 2012-2013, MARKETS II will expand activities to more industrial processors and farmers. Also, new areas such as cassava seeds (cuttings) system, cottage processors (gari, fufu etc.) and commercial cassava roots traders will be developed. MARKETS II will collaborate with the Foundation for Partnership Initiatives in the Niger Delta (PIND) to work on the cassava value chain in the Niger Delta, and will initiate partnership with Nigerian Breweries Plc, a subsidiary of Heineken, to provide support towards developing sustainable cassava roots supply to her proposed cassava glucose syrup factory in Benue state. Please see the Cassava Activity chart at the end of this document for more details.

Activity objective:

To develop a competitive, market-led, and sustainable cassava value chain by bringing together multiple stakeholders to:

- Facilitate the dissemination of improved high yielding, commercially viable (with high starch content), and disease resistant varieties of cassava to farmers.
- Introduce farmers to improved cassava management practices to increase yields from the national average of 11MT/ha to 25MT/ha. The practices will include the efficient use of

inputs and mechanization to reduce the drudgery experienced by farmers in land preparation and harvesting, and ensure the delivery of required quantities and qualities of cassava roots to buyers.

- Build the capacities of producers, processors and marketers to maintain an efficient supply chain.
- Facilitate farmers' access to inputs such as cassava stem cuttings, agro-chemicals, fertilizers and credit.
- Contribute to improving food security, create jobs, and increase incomes.

2012-2013 targets:

- | | |
|--|----------|
| • Number of farmers | 3,500 |
| • No of Additional ha under improved tech. | 3,500 ha |
| • Number of new jobs | TBD |
| • No of New Technologies | 2 |

Initial value chain partners:

- MATNA Foods Company Limited, Akure
- Thai Farm international Limited, Ososa, Ogun state
- Niji Foods Limited, Ilero, Oyo state
- Allied Atlantic Distilleries Limited, Igbesa, Ogun state
- Crop life / Harvest Field/Dizengoff/Saro Agro-sciences
- Notore
- Ondo, Oyo, FCT Agricultural Development Programs (ADP) (cassava activities in other targeted states will commence in 2014)
- International Institute of Tropical Agriculture (IITA), Ibadan
- Tractor Owners Association
- National Centre for Agricultural Mechanization (NCAM), Ilorin
- National Agricultural Insurance Corporation (NAIC)
- FCT Agricultural Development Program (ADP)
- Yet to be determined processing firm for FCT farmers
- FMARD ATA cassava value chain group

Potential partners:

- Tempo Starch & Glucose Limited (Obasanjo Farms Ltd), Abeokuta, Ogun State
- Catholic Relief Services (CRS)
- Idaewor Farms Limited, Iraokhor, Edo State
- Yaba Multipurpose Cooperative Society Mill
- Fufu and Gari processing groups in Oyo and Ondo state.

Implementation agreements and subcontracts to be developed in 2012-2013:

- Sign implementation agreements with MATNA Foods, Thai Farm, Niji Foods, Allied Atlantic Distilleries Limited, and state ADPs

- Negotiate and sign subcontracts with service providers for provision of technical assistance to farmers

Training to support activities:

- Training for lead farmers on cassava production and farm management; land preparation, optimal spacing, safe use of herbicides when PERSUAP is approved, etc.
- Establish demonstration plots
- Conduct field day demonstrations; pre-season and in-season
- Step down trainings to farmer group members
- Group dynamics and leadership training
- National Agricultural Enterprise Curriculum (NAEC) training
- Training on Effluent Disposal and Management, and Managing Quality and Standards in Cassava Processing for officers of cassava processing factories
- Train youth contract sprayers when PERSUAP is approved
- Training of selected farmers on techniques and economics of commercial stem multiplication

Gender, Youth, and Vulnerable Groups:

- MARKETS II will collaborate with Caterina de' Medici Africa (CDMA) on a youth cassava cultivation project. CDMA has acquired over 4,000 ha of land in Ondo state of which 1,000 ha will be cleared and shared to interested youths (between 1-5 ha/youth)
- MARKETS II will train youth contract sprayers when PERSUAP is approved.

B3. Cocoa

Activity Overview:

Cocoa is Nigeria's largest agricultural export and the second largest source of foreign exchange after oil. Though according to industry estimates Nigeria currently has functional processing capacity of about 100,000 MT/annum, nearly all of Nigeria's cocoa is exported as beans without processing. In addition, the declining yield of cocoa farms in Nigeria (358kg/ha compared to over 800kg/ha at some high yielding farms in Côte d'Ivoire); and the growing concern for quality, traceability of cocoa, and certification of cocoa farmers in the global market are issues that require significant attention. In 2013, MARKETS II will collaborate with Multi-Trex Integrated Foods Plc, new partner Armajaro Nigeria Limited, cocoa producer associations and other stakeholders along the value chain to increase productivity and improve quality. MARKETS II will also support partners' efforts in the traceability of cocoa and certification of cocoa farmers to meet international standards. Please see the Cocoa Activity chart below for a breakdown of activities.

Activity objectives:

The program's objective is to increase the revenue of farmers and local industry by facilitating the sustainable supply of high quality cocoa beans from farmers to the cocoa procuring and processing companies through the following:

- Collaborate with client firms to establish and maintain functional seed nurseries in major cocoa producing states
- Improve the quality and quantity of produced cocoa through improvements in input supply and production and post-harvest handling methods, while strengthening the relationships between local industry and farmer groups
- Build the capacity of ADP/extension staff of Ondo, Oyo and Cross River Ministries of Agriculture, NGOs/private extension providers, and the local industry to provide training and support services to farmers

2012-2013 targets:

- | | |
|---|----------|
| • Number of farmers | 8,000 |
| • No of additional ha under improved technology | 8,000 ha |
| • Number of new jobs | 200 |
| • No of new technologies | 2 |
| • No of producer groups | 300 |

Initial value chain partners:

- Multi-Trex Integrated Foods Plc, Warewa, Ogun state
- Armajaro Nigeria Ltd, Magboro village, Ogun state
- Crop life / Harvest Field / Dizengoff / Saro Agro-sciences (to provide agro-chemicals)
- Notore for fertilizer
- Ondo, Oyo and Cross River states' Agricultural Development Program (ADP)
- Cocoa Research Institute of Nigeria (CRIN)
- National Agricultural Insurance Corporation (NAIC)
- FMARD ATA cocoa value chain group

Implementation agreements and subcontracts to be developed in 2012-2013:

- Implementation agreement with Multi-Trex Integrated Foods Plc., Armajaro Nigeria Limited and state ADPs on the out-grower schemes
- Negotiate and sign subcontracts with selected service provider(s) to proffer technical assistance to farmers

Training to support activities:

- ToT for lead farmers on nursery establishment and management, on good agricultural, environmental, social and business practices, and on harvesting and post-harvest handling of cocoa
- Step down training by lead farmers to other farmers in the scheme
- Conduct training on contract spraying and safe use of agro-chemicals for youth when PERSUAP is approved Group dynamics and leadership training
- Training on the Nigerian Agricultural Enterprise Curriculum (NAEC)
- Extension services through service providers and ADP staff

Gender, Youth, and Vulnerable Groups:

- In Oyo state, Multi-Trex has leased 2,000 ha of land from the state government to be shared amongst interested youth at 5ha/youth for cocoa cultivation. MARKETS II will partner with Multi-Trex to training selected young farmers on good agricultural practices.
- Build the capacity of women, youth, and people with disabilities through technical training on best cultural practices, plant management, and postharvest handling of cocoa.
- Train youth contract sprayers when PERSUAP is approved.

B4. Rice

Networked farmers under MARKETS and BtM2 have seen substantial increases in productivity and household income by following the Package of Practices (POP). In spite of productivity gains, Nigerian rice remains uncompetitive due to the lack of mechanization in both production and post-harvest handling. Very few small holder farmers have access to labor saving technologies for land preparation, harvesting, threshing, de-stoning etc. MARKETS II will in collaboration with technology providers and other stakeholders introduce labor saving and quality improving technologies to make locally produced rice competitive.

In addition, demo farms planted with Notore's Faros 44 and 52 will be established and processors will be encouraged to scale up the quantity of seeds made available to farmers. UDP training will also be conducted and a new applicator will be tested. Samples of new varieties released by NCRI will be acquired and given to processors to test their milling-ability before being tested in the field on its productivity. Farmer groups will also be encouraged to acquire power tillers to increase efficiency in terms of land preparation and weed control.

B4.1. Middle Belt Rice Activity Overview

Overview and strategy:

Under the MARKETS and BtM2 projects, the Middle Belt rice programs were implemented in Ebonyi, Kwara, Anambra and Benue state. The programs had as its entry point agro processing partners (Ebony Agro, Olam Nigeria, and small-scale processors) to buy back networked farmers' paddy. For the first year of MARKETS II, the Middle Belt rice program activities continued in the four states of Ebonyi, Anambra, Kwara and Benue. States selection process completed, in 2013 the Middle Belt rice intervention will in addition to the four previous states also extend its activities to Taraba, Enugu, Niger and the FCT.

Activity objective:

The aim of the rice program is to provide technical assistance and capacity building support to smallholder farmers to increase rural household incomes, and improve food security. MARKETS II will do this through trainings and demonstrations on improved production techniques and UDP technology for farmers and by linking them up to quality input suppliers and processors for buyback. Rice activities in the Middle Belt will occur in Kwara, Benue, Anambra, Enugu, Niger, Taraba, Ebonyi, and the FCT. See Middle Belt Rice Activity chart below for a breakdown of activities.

2012-2013 targets:

- Number of farmers 28,600 farmers
- Area under cultivation 28,600ha
- Number of new jobs 20

Initial value chain partners:

- Small-scale processors, Ebonyi Rice World/Ebony Agro Processing Industries, Mikap Nig., and other yet to be determined processing partners
- FCT ADP, Anambra ADP, BNARDA, Ebonyi ADP, Enugu ADP, Kwara ADP, Niger ADP and Taraba ADP
- National Agricultural Insurance Corporation (NAIC)
- Notore Seeds
- National Cereals Research Institute, (NCRI), Badeggi
- FMARD ATA rice value chain group

Potential partners:

- Yaba Multipurpose Cooperative Society Mill
- Better Life Rice Mill, Gwagwalada

Implementation agreements and subcontracts to be developed in 2012-2013:

- Implementation agreement with Ebonyi Agro, Mikap, small-scale processors, and FCT, Anambra, Enugu, Kwara, Benue, Niger, Taraba, and Ebonyi ADPs
- Subcontracts with service providers

Trainings to support activities:

- ToT for lead farmers on rice production best practices
- Monitoring of step down trainings by lead farmers to other farmers
- Green and brown field days
- Group dynamics and leadership training
- Training for contract spray men when PERSUAP is approved
- Extension services/training through ADPs and service providers to be engaged
- Train outgrowers on seed production techniques
- Training for staff of rice processing factories on effluent disposal/management and managing quality and standards in rice processing

Gender, Youth, and Vulnerable Groups:

- Train youth contract spray men when PERSUAP is approved.
- Train 25 youths and 25 women each in the Middle Belt rice states on seed production techniques.
- Train youth on the business of rice production using NAEC, and introduce them to the different opportunities along the rice value chain from which they can earn a living like

providing services to farmers on rice threshing and winnowing and CPP spraying skills for pest control.

- Ensure the equal participation of women and youth rice farmers in all the states by engaging female ADP staff and mobilizing more women groups.

B4.7. Northern Rice

Overview and strategy:

In 2013, the partnerships developed with UMZA Rice Mills, Labana Ventures, and Popular Farms during the fast track year will be maintained. With the floods experienced in 2012 and GON's effort to encourage dry season production using irrigation, farmers will also be trained on dry season production. Trainings will be conducted by a service provider with support from resource persons. Activity breakdown:

- UMZA - 5000 farmers (3000 in Kano and 2000 in Jigawa)
- Popular Farms - 2000 farmers in Kano
- Labana Ventures - 3000 (Kebbi in 2000 and Sokoto in 1000)
- 3000 outgrowers trained on dry season production
- UDP technology promoted during both the dry and wet seasons
- Establish demo farms showcasing good varieties of Faros 44 and 52
- Train farmers on best practices of rice cultivation from varietal selection through planting and harvest
- Facilitate the delivery of required quantities and qualities of paddy to processors
- Build the capacities of producers, processors and marketers to maintain an efficient supply chain
- Facilitate access to inputs; agro-chemicals, fertilizers and credit
- Contribute to food security, create jobs and increase rural incomes

Activity objective:

The aim of the rice program is to provide technical assistance and capacity building support to smallholder farmers to increase rural household incomes, and improve food security. MARKETS II will assist UMZA, Popular, and Labana rice mills to develop linkages with 10,000 smallholder farmers (an average farmer cultivating 1ha) with the ultimate goal of increasing rural household incomes and food security. Activity will cover about 13,000ha in both dry (3000ha) and wet (10,000ha) seasons. See Northern Rice Activity chart below for a breakdown of activities.

2012-2013 targets:

- Number of farmers 13,000 (the 3000 farmers for dry season production will be selected from the existing networks)
- Area under cultivation 13,000 Ha (including 3000 ha for the dry season)
- Number of jobs 20

Initial value chain partners:

- UMZA, Popular Farms, Labana

- Kano, Jigawa, Kebbi, and Sokoto state ADPs
- National Agricultural Insurance Corporation (NAIC)
- Notore seed/other seed companies
- FMARD ATA rice value chain group

Implementation agreements and subcontracts to be developed in 2012-2013:

- Implementation agreements between MARKETS II, UMZA, Popular Farms, Labana, and Kano, Jigawa, Kebbi and Sokoto ADPs.
- Subcontracts with DDI and other service providers
- Services contract to M&E consultant for yield survey and supervision of ADP extension agents in data collection

Potential partners:

- Crop life
- Harvest Field
- Dizengoff
- Saro Agro-sciences
- Syngenta

Training to support activities:

- Training of lead farmers on wet and dry season rice production, UDP technology, and farm management
- Pre-season and in-season field days during the wet and dry season rice production cycles
- Step down trainings by lead farmers to other networked farmers
- Group dynamics and leadership training for farmers
- National Agricultural Enterprise Curriculum (NAEC) training
- Training for staff of rice processing factories on effluent disposal/management and managing quality and standards in rice processing
- Training for 30 youth contract sprayers when PERSUAP is approved
- Training of selected farmers on techniques and economics of mechanization in rice production
- Training on harvest and post-harvest handling of paddy

Gender, Youth and Vulnerable Groups:

- Train women groups on the use of rice seed light screening box to ensure seed purity. 50 women each will be trained in Kebbi, Sokoto, Kano and Jigawa states, and can serve as income generating activities. Boxes will be sourced and replicated for trainees.
- Train 50 youth each in Kebbi, Sokoto, Kano and Jigawa states on square/line transplanting and maintaining correct spacing to ensure high plant population and increased benefit if USG is applied. The focus of this activity on youth is because they often hired by farmers to transplant.
- Conduct training for youth contract sprayers when PERSUAP is approved.

B5. Sorghum

Overview and strategy:

Under MARKETS and BtM2 over 10,000 networked farmers increased their yields to an average of 2.4 metric tons per hectare (twice the national average). The achieved yield improvement is close to the maximum genetic ability of open pollinated varieties and further gains in yield are not expected.

MARKETS and BtM2 have worked closely with IAR and Nigerian Breweries to develop and test the first Nigerian sorghum hybrids which will be able to cross the yield threshold and are capable of yielding 4 metric tons per hectare. Two of the hybrids have been released for commercialization and will be introduced to MII farmers in 2013.

Activity objective:

MARKETS II will work in the sorghum value chain to improve the quality of seed supply, and increase farmers' income through partnerships with two processing firm partners; Aba Malting Plant (AMP) with 10,000 farmers of 1ha each in Kaduna state, and Food, Agro and Allied Industries Limited (FAAI) with 5,000 farmers of 1ha each in Kano state. In the new sorghum state of Kwara, 500 farmers will be networked for AMP. The farmers will sell their yield to the firms through Regional Production Coordinators; Da All Green Seeds and AlBookys Nigeria Limited for AMP and Techni Seeds Limited for FAAI. White sorghum varieties of CSR 01 and 02 will be used, and partnership with IAR, AMP and ICRISAT will continue in the management of demo plots for two new hybrids CSR 03 and 04. Farmers will be encouraged to plan and acquire inputs early on, and partnering seed companies will be part of pre-season trainings where they can supply seeds to farmers. See Sorghum Activity chart below for a breakdown of activities.

2012-2013 targets:

- | | |
|--------------------------|-----------|
| • Number of farmers | 15,500 |
| • Area under cultivation | 15,500 ha |
| • Number of new jobs | 20 |

Initial value chain partners:

- Da-All Green Seeds, Zaria
- Diamond Development Initiatives (DDI)
- Kaduna state ADP and KNARDA
- Food, Agro and Allied Industries (FAAI)
- Al-Bookys Nigeria Limited
- Techni Seeds Limited
- ABA Malting Plant (AMP)
- Institute for Agricultural Research, Zaria
- ICRISAT
- FMARD ATA sorghum value chain group

Implementation agreement and subcontracts in 2012-2013:

Sign implementation agreements with AMP, FAAI, MARKETS II, and ADPs

Training to support activities:

- Extension services (pre-planting, field monitoring, harvesting)
- ToT for lead farmers on production best practices, and monitor subsequent step down trainings
- Group dynamics and leadership skills training
- Nigerian Agricultural Enterprise Curriculum (NAEC) training
- Training for extension agents
- Periodic stakeholder meetings to review progress

Gender, Youth and Vulnerable Groups:

- Select and introduce women and youth groups to seed and agro chemical companies to serve as distributors in their locales.
- Train women and youth groups on the use of threshers and encourage them to provide postharvest services.
- Train youth groups on contract spraying once PERSUAP approved and fertilizer and seed planting.

C. Value Chain Support Activities

C1. Agricultural Finance

Overview and strategy

Access to finance remains a critical challenge to small-scale farmers and other players along the value chain. Due to limited or bad experience, risk aversion and opportunity costs many commercial banks are hesitant to loan to the agricultural sector, and in particular to small farmers and their organizations. Many small holders do not know how to access available credit from banks and other sources, effectively use credit to further commercial activities or view repayment obligations responsibly. Available credit may only be for short-term working capital requirements, not for longer term investment, come at a high interest and a repayment schedule not tied to the borrower's available cash flow. MARKETS II and BtM2 brokered loans for networked farmers across the value chains and for partner firms to improve production capacities.

To continue to address these issues and facilitate access to finance for the project's target populations, MARKETS II will build on the previous established partnerships and develop new relationships in the financial services sector with commercial banks, MFBs/MFIs and development banks like, Bank of Industry (BoI) and Bank of Agriculture (BoA) and other financing sources (for example, supplier and buyer of credit). MARKETS II will work closely with its stakeholder partners and target populations to expand the introduction of a more commercial approach to financing, including capacity building training tools like the NAEC and

Micro Enterprise Fundamentals (MEF). The project will also engage stakeholders on electronic payment platforms being introduced by banks, with approval from the Central Bank of Nigeria (CBN), to develop approaches that would benefit the small agricultural producers and our targeted value chains.

MARKETS II is exploring the opportunities provided by NIRSAL and other financial institutions on warehouse receipt finance to ease farmer's access to credit without necessarily providing collateral or their having to dispose of produce at low-price periods. MARKETS II has also commenced working with agro input dealers and financial institution partners to facilitate credit to input dealers. Fertilizer supplier (Notore) will be engaged in discussions to solicit their commitment and encourage banks to lend for specific durations allowing input dealers to extend their services to more farmers. MARKETS II will engage a consultant to conduct a feasibility assessment to establish a pilot program where MARKETS II partners can make electronic money transfers and/or pay for goods, services, and information like Esoko; a mobile platform in Lagos that collates commodity prices from different markets in Nigeria and shares with stakeholders via mobile phones and internet (MARKETS II commenced preliminary discussions with them to see how networked farmers can benefit from its services).

MARKETS II has signed implementation agreements for capacity building support and agricultural lending with microcredit organizations DEC and LAPO, as well as with commercial banks WEMA, Sterling, Eco, Fidelity, Unity, Stanbic IBTC and First Bank. Agreements with Diamond Bank, UBA, Access, FCMB and BoA will be signed in the coming weeks. MARKETS II will work closely with DEC and LAPO on the revised NAEC so that these institutions will be able to localize and incorporate it into their capacity building to partners during their provision of financial services.

Activity objective:

To facilitate access to financial services especially credit across all targeted value chains and MSMEs by identifying, linking and building capacities of financial service providers to enhance service delivery to MARKETS II's value chain players, and by training value chain players on the use, risks and alternate sources of financing. To achieve this, stakeholders will be engaged in identifying and addressing shortcomings on access to credit in the agricultural sector. MARKETS II will also maintain its membership on the Central Bank of Nigeria (CBN) Microfinance Advisory Board and Banker's Subcommittee on Economic Development and Agriculture.

Gender, Youth and Vulnerable Groups:

MARKETS II will identify youth and women groups in agriculture within the selected states/communities who are interested in accessing credit, and work with financial institution partners to facilitate loans for them. This will be done by working with the relevant state ministries and with NGOs. Financial institutions like LAPO and DEC whose target beneficiaries are women may be engaged to expand our coverage of women, youth, and vulnerable groups. MARKETS II has commenced working with LAPO to train their staff on NAEC which they will step down to loan beneficiaries before disbursement. Working with the MARKETS II Livelihood and Nutrition / Household Economic Strengthening unit, financial institutions will be approached

to provide startup capital for homestead farming activities and micro enterprises. MARKETS II is also designing a strategy to engage and train youth in selected states on electronic/mobile money platforms to work as local service providers.

2012-2013 targets:

Value of agricultural and rural loans	US \$9 million
Number of MSMEs/farmers receiving USG assistance to access loan	25,000

Initial partners include:

- ShoreBank International
- Lift Above Poverty Organization (LAPO)
- Development Exchange Centre (DEC)
- Bowman Microfinance Bank Limited
- Bank of Agriculture (BoA).
- First Bank Nigeria Plc
- Wema Bank Plc
- Sterling Bank Nigeria Plc
- Ecobank Plc
- Diamond Bank
- Unity Bank
- FCMB
- UBA
- Union Bank
- Access Bank
- Fidelity Bank
- Stanbic IBTC Bank.
- NIRSAL
- PIND
- CBN – Microfinance Advisory Board
- RUFIN
- NAIC
- IGI & Leadway Insurance
- Esoko
- eTranzact, Ecobank mobile money, First Bank firstmoni, MTN, Globacom, Pagatech

Potential partners:

- MFBs to be identified from assessment conducted in partnership with National Association of Microfinance Banks (NAMMB)
- LARDI (this is the agricultural lending arm of LAPO which could play a role in agric lending activities in the Niger Delta)
- Bank of Industry (BoI)
- Mainstreet Bank

Implementation agreements and subcontracts for 2012-2013:

Implementation agreements have been signed with DEC and LAPO, as well as with commercial banks WEMA, Sterling, Eco, Fidelity, Unity, Stanbic IBTC and First banks. Agreements with Diamond Bank, UBA, Access Bank, FCMB, and BoA will be signed in the coming weeks.

Training to support activities:

- Institutional capacity building workshop for LAPO, DEC, BoA, LARDI, Bowman MFB and other MFBs on MIS and internal control, agricultural lending and risk management
- Training for commercial banks to bridge gaps identified by ShoreBank assessments
- Pre-loan training for beneficiaries on agricultural insurance, record keeping, loan access and obligations, and financial management
- Institutional assessment/ profiling of other rural MFBs for partnership and facilitation of business plan development and access to wholesale loans from commercial and/or agricultural development banks

Other activities for the period:

- Conduct credit assessments and documentation for loan access and linkage to financial institutions
- Identify financing needs of farmers and processors
- Engage mobile service providers on mobile banking and agricultural information, and select a partner to work with. This will ease the challenge faced by farmers in moving money around
- Identify and meet with tractor operators/owner associations and farmers representatives for collaboration and linkage with NIRSAL mechanization financing scheme
- Collect quarterly data from LAPO, DEC, BoA, Bowman MFB, and MFI partners for performance monitoring and reporting
- Conduct joint loan monitoring and recovery visits with partner financial institutions
- Conduct farmers and lenders forum to share concerns, challenges and experiences
- In partnership with PIND, appraise the credit needs of farmers in the Niger Delta and work to facilitate lending with partner financial institutions.

C2. Agricultural Inputs

Overview and strategy:

Small-holder farmers often have difficulties getting timely access to affordable quality production inputs, negatively affecting their productivity and farming revenues. MARKETS II will continue to promote private sector development of the fertilizer sector using vouchers to reach targeted farmers. Guaranteed sales through vouchers provide private sector fertilizer suppliers with an incentive to develop and strengthen distribution networks in rural markets which would otherwise be overlooked by the private sector due to the costs and risks involved in reaching these markets. MARKETS II will also continue to work with federal and state governments to build private sector agro input supply chain actors' capacities to sell agro inputs to targeted farmers by providing technical trainings and facilitating technical workshops. This

could involve using a state-level voucher program led by the state, a national voucher program like the Growth Enhancement Support (GES) program led by the federal government, and/or supporting direct private sector sales to MARKETS II farmers in selected MARKETS II states. This will involve mapping MARKETS II farmers along their respective value chains and collecting additional phone contacts, ward/village level locations, and agro input needs.

Correct application of briquetted fertilizer results in decreased farming costs, improved yields and lowered environmental pollution. MARKETS II will expand its promotion of both demand and supply of briquetted urea in the project's rice growing states. In 2012-2013, MARKETS II will also explore the feasibility and opportunity of working with private sector fertilizer importers/blenders on briquetting NPK fertilizer blends to improve fertilizer efficiency and response rates for soy, maize, rice, sorghum, and cassava crops. Other supporting activities will include soil sampling/testing to support UDP Technology Transfer Centers (TTCs) across MARKETS II value chains; agro-input dealer trainings for dealers serving MARKETS II farmers; and regional agro input association development: exploring income generating opportunities as well as registering new and/or existing associations with Nigeria's Corporate Affairs Commission (CAC)

MARKETS II is exploring opportunities of improving farmers' use and knowledge of soil testing in Nigeria. In 2010, USAID supported MARKETS to train agro input dealers in four regions on an affordable soil test kit from Bangladesh and linked them to the regional distributor. Agro input dealers however did not commence importing the kits. Dealers indicated that appropriate fertilizer recommendations were not available to apply as soil amendments from the result of the soil test, so why purchase the kits. Learning from this, MARKETS II will work with fertilizer companies to increase the types of products supplied to Nigerian markets. In 2011, varying results from the BtM2's soil tests in Nigeria's soil laboratories provided the motivation for a workshop on harmonization of laboratory tests with IITA and the Federal Fertilizer Department. MARKETS II intends to use the soil testing from its UDP TTCs to revisit the capacities of Nigeria's soil laboratories and measure the impact of the fertilizer harmonization workshop. We also intend to take advantage of the proposed Cornell supported soil and water laboratory in Kwara State, once established, as a control measure.

Activity objective:

To develop a competitive, market-led, and sustainable agro input sector to support MARKETS II producers. Activities will include:

- Work with the private sector to develop supply and demand of briquetted urea for targeted rice farmers
- Maintain TTCs to demonstrate UDP best practices via farmer-led demonstration fields while also identifying best rate applications locally for test plots (sampling/testing soil on farmers' demonstration fields)
- Facilitate a study tour to Bangladesh for public and private sector representatives to observe new opportunities for the rice value chain; specifically observing fertilizer deep placement activities
- Work with agro input companies' business strategies to understand the feasibility of and potential to start NPK briquetting production and distribution on a trial basis for targeted maize, soy, and rice producers

- Work with state and federal governments on building capacity of agro input dealers, and facilitating GES activities in selected MARKETS II states
- Facilitate access to agro inputs for MARKETS II farmers across value chains
- Map MARKETS II farmers and farmer groups across value chains
- Explore income-generating opportunities for regional agro input dealer associations

2012-2013 targets:

• No. of new technologies made available	2
• No. of new technologies under testing	3
• No. of farmers adopting UDP technology	6,000
• No. of northern rice farmers trained at UDP TTCs	6,000
• No. of northern maize farmers trained at UDP TTCs	1,600
• No. of middle-belt rice farmers trained at UDP TTCs	2,000
• No. of agro input dealers trained on UDP technology	200
• No. of individual sales of briquetted urea	30,000 units
• Value of incremental sales	\$7 million
• Public and private funds leveraged for agriculture	\$5 million
• Public-Private Partnerships	3
• No. of agro-input dealers exposed to ICT	200
• No. of farmers exposed to ICT	7,500

The above figures do not account for the potential expansion of GES activities and support, which are dependent on sufficient resources and government collaboration.

Initial partners:

- Notore Chemicals Limited
- Golden Fertilizer (Nigerian Flour Mills)
- Springfield Agro Fertilizers
- Syngenta
- CropLife
- State ADPs
- FMARD

Implementation agreements to be signed in 2012-2013:

- Develop amendments to existing implementation agreement with Notore Chemicals and Springfield Agro
- Explore signing agreements with Golden Fertilizer, CropLife, Syngenta, other agro input companies and representative organizations

Gender, Youth and Vulnerable Groups:

- Train youth agro input dealer shop managers on NAEC, store management, and product knowledge and handling. Typically, young people manage the daily operations of agro input retail shops while older owners handle the finances.

- Train 2 women's group on group dynamics and leadership to work towards developing more women groups to benefit from MARKETS II's activities.

Potential challenges:

- Expanded GES activities is dependent on cost-share with the Nigerian government

Seeds

Constraints to seed production and distribution in Nigeria are very similar to constraints faced in other West African countries.

- Lack of improved varieties: In spite of the fact that both local and international research bodies have developed new promising varieties in all major crops, testing and release of these varieties remains a major bottle neck. ICRISAT for instance introduced three groundnut varieties with good tolerance to main foliar diseases in 2007. Until now these have not been approved for official release in spite of the fact that groundnuts are a major crop in Nigeria and that foliar diseases are a major constraint.
- Mandatory variety testing is cumbersome and open to interference: In Nigeria, new crop varieties are subject to mandatory testing at the official research institutes. In most cases, two years of on-station trials are required followed by one or two years of on-station and on-farm trials. The cost implications are such that this is becoming a disincentive for the private sector to submit varieties or hybrids for testing. The West Africa Seed Alliance (WASA) has facilitated the testing of foreign varieties and hybrids since 2008 but has not succeeded in registration of a single variety in spite of outstanding performance. The national research institutes also require access to foreign breeding lines which under the current intellectual property regime in Nigeria is not feasible.
- Lack of breeder and foundation seed: Breeder seed production remains the responsibility of the individual breeders at the national research institutes. Lack of funding and lack of market information results in very little breeder seed being available at any given time to ramp up seed production to commercial levels. The quality of the breeder seed produced is also questionable as breeders have not been trained in variety description. Foundation seed production was the responsibility of the National Agricultural Seed Council (NASC) but due to lack of funding and institutional capacity this was changed in 2010. In principle, it is now possible for private seed companies to produce foundation seed but only for their own use.
- There is an absence of foreign seed companies to serve as innovators: Currently there are no private foreign seed companies present in Nigeria. This can partly be explained by the prohibitive cost of variety testing and the cost of doing business in Nigeria. However, as we have seen in countries like Uganda, Kenya, Tanzania, and more recently in Ghana, foreign seed companies with proprietary varieties and hybrids and well thought out marketing strategies are the drivers to take the local seed industry to a higher level.
- Lack of financially and technically sound indigenous seed companies: With the probable exception of Premier Seed, Nigerian seed companies are small and regional and do not have the financial means to expand to the national level. They do not have plant breeders to develop proprietary varieties and depend on the public sector. They have very limited in-house capacity to do proper supervision of seed producers or quality control such as germination tests on the seed produced or in inventory.

- Sale of predominantly “me too” products: Most indigenous seed companies sell varieties or hybrids that were developed by the public sector. Most of these public sector varieties are treated as “common goods” and seed companies cannot claim exclusive rights as several competing companies have access to the same variety. This situation hampers the development of a marketing and promotion strategy. In 2010, Premier Seed obtained exclusive rights to several maize varieties and hybrids developed by CIMMYT (through IITA), a first for Nigeria. The possibility of seed companies to differentiate themselves in the local market will depend on exclusive access to publicly or privately developed varieties and hybrids.
- Within the seed industry there is a general lack of demand forecasting: General wisdom in Nigeria is that smallholder farmers do not want to buy expensive seed of improved varieties. Experience in other countries and in Nigeria, under the MARKETS/BtM2 projects, has shown that uptake of improved varieties and hybrids can be high if seeds are available in a timely manner. Often seed companies sell out their most popular varieties. The key problem is that there is no mechanism in place for demand forecasting. This causes problems in the seed value chain as breeders do not know how much breeder seed should be made available and likewise foundation seed producers and certified seed producers have no indication of which variety should be produced and in what quantity.
- Inventory management and financing in the seed industry is weak: Due to seasonality, seed stocks are typically carried over for up to eight months. Seeds harvested in October need to be stored until the sales season in April to June and then unsold inventory must be stored again until the next sales season. In other parts of the world, the situation is aggravated when there is a contractual obligation for the seed company to take back unsold inventory from distributors. Unsold OPV seed can be sold into the commodity market to reduce inventory, but this would be too costly for hybrid seed. High financing costs of seed inventories are a drain on company finances and have been a major reason seed companies go out of business worldwide.
- There is a lack of downstream distribution: Nigerian seed companies find it difficult to distribute seeds to the rural areas. There is a general lack of agro-input dealers and finance to purchase seed for distribution. In addition, there is a lack of knowledge on the part of the agro dealers about the varieties they offer.
- Seed companies and government have a lack of seed promotional activities and outreach programs: With the exception of Premier Seed, few seed companies have promotional activities or outreach programs in the form of demonstration fields where new varieties and agronomic practices are demonstrated to farmers. Variety description leaflets are not available to inform agro-dealers and farmers about the benefits of new varieties.
- Economies of scale in seed production are limited: Most Nigerian seed companies work with outgrower seed producers which produce seed on small areas of typically 1 to 2 hectares. Hundreds of out growers need to be supervised by seed company personnel, need to be visited by seed inspectors, and need to be sampled for quality control. In addition, the small size of the seed producing plots makes proper isolation almost impossible. For instance a maize production field of an OPV needs to be isolated by at least 200metres from any other maize to prevent cross pollination and genetic impurity. In most maize producing areas this requirement is impossible to uphold due to neighboring fields of maize.
- There is a general lack of certification and seed testing capacity: The National Agricultural Seed Council (NASC) has the responsibility for seed certification and seed testing but is

underfunded and understaffed. The situation is made worse by the large number of out grower seed producers engaged by both the public and private sector, each of which has to be inspected several times during the growing season and each would have to be sampled after harvest. In 2009, 3,389 hectares from seed companies and 2,187 hectares from the public sector were certified but only 288 seed samples were analyzed in the seed testing laboratory.

- Nigeria is in non-compliance with ECOWAS directive on seed law harmonization. The ECOWAS directive on Seed Law Harmonization was adopted in 2009 and Nigeria was a signatory. The directive aims at facilitating transborder trade in seed between the 15 Member States by harmonizing seed legislation. Under ECOWAS rules, a Directive becomes applicable in its entirety after official publication. Nigeria however has sought to retain its rights to develop its own seed law which in a number of places deviates from the directive. One of the most important clauses of the directive is that once a variety is registered and released in one Member State it should be freely available in other Member States without additional testing requirements. In addition, it opens the door for the private sector to do variety testing, certification, and quality control of seed. When properly applied, a number of important bottlenecks would be removed.

Addressing all these constraints is outside the scope and mandate of MARKETS II but we realize that increased availability of high performing varieties is one of the key determinants of successful value chains.

2012 -2013 proposed activities:

- Demonstrate properly produced rice seed versus farm saved seed. Faro 44 and 52 seeds produced by Notore Seed will be demonstrated in all UDP demonstration sites alongside farm saved seed during the 2013 dry season. The expectation is that farmers will realize by actually seeing farm saved and high quality seed that uniformity, plant health and yield of properly produced seed are worth investing in.
- Continue to support Notore Seeds and other interested seed companies and rice processors with rice seed production trainings. The rice value chain depends on long grain rice of high uniformity in order to compete with imported rice. Paddy quality is negatively affected by the large number of off type-plants or varietal mixtures in rice fields. During the training particular emphasis will be laid on the recognition and timely removal of off-type plants to maintain genetic purity of the seed.
- Discuss with the National Agricultural Seed Council (NASC) and seed companies the establishment of a foundation seed house using the foundation seed house at the University of Davis, California as a model. There is currently a lack of descriptions of the commonly used seed varieties. Unless a variety is properly described in a number of key morphological characteristics it is difficult for breeders and seed companies to maintain genetic purity and for certification agents to do proper filed inspections and advise on the level of off-type plants. MARKETS II will discuss with the NASC and the National Agricultural Research Council the need for such variety descriptions and select jointly 10 varieties to be described using UPOV guidelines. MARKETS II will then commission an agricultural university with the task of establishing a description during the 2013 main cropping season. Finalized descriptions will be made widely available in 2014.
- To address the lack of downstream distribution, MARKETS II will experiment with interested seed companies the model of farmer/dealer as was developed and still is in

existence in the USA. Farmer/dealers are appointed by a particular seed company to demonstrate varieties in their communities and sell seed on a commission basis. Notore Fertilizer works with more than 2,000 fertilizer village promoters (VP) that manage fertilizer demonstrations and sales of Notore fertilizer on a commission basis. This model is very close to the farmer/dealer concept and we will use lessons learned from Notore.

- Although IITA has developed improved cassava varieties, distribution is problematic due to the perishability and farmer adoption is slow. Catholic Relief Services (CRS) received a grant from the Bill and Melinda Gates Foundation to pilot a sustainable distribution system for cassava stems in Oyo and Benue state. MARKETS II will work with CRS to pilot a sustainable cassava stem distribution program in Ondo state.
- The Cocoa Research Institute of Nigeria recently released eight new cocoa hybrid varieties with increased disease and pest resistance, high cocoa butter content and earliness. Cocoa seeds have a very short viability and the best way to introduce these varieties is through seedlings produced in decentralized seed gardens. Some of the cocoa processing partners of MARKETS II are experimenting with these so called seed gardens and are trying to make this a sustainable business. MARKETS II will work closely with cocoa partners to scale-up experimentation of the recently released eight hybrid cocoa varieties by the Cocoa Research Institute of Nigeria in states not yet covered.
- A consortium consisting of Nigerian Breweries, IAR-Zaria, AGRA, MARKETS and several private seed companies started in 2005 with the development of hybrid sorghum suitable for use by the ABA malting plant. Two hybrids are presently undergoing on-farm testing in Kano, Kaduna, Jigawa and Kwara state and seed is being produced this dry season. In collaboration with Aba Malting Plant (AMP), IAR, and AGRA, MARKETS II will continue to support the official release of two sorghum hybrids in 2013 and the demonstration of these hybrids with 11,000 networked sorghum farmers. The ATA productivity estimate for sorghum is dependent on the two hybrids, and so once their performance have been confirmed MARKETS II will support seed companies with training on hybrid seed production.
- SeedCo is a multinational seed company headquartered in Zimbabwe. Their main crops are hybrid maize, hybrid sorghum and soybeans. BtM2 played an instrumental role in getting SeedCo established as a Nigerian seed company. SeedCo will introduce a hybrid maize variety in 2013 and is currently producing seed in the dry season. Inbred lines obtained from IAR were cleaned up in Zimbabwe and we expect a very high quality and high performing hybrid which potentially is a game changer in the Nigerian seed landscape. MARKETS II will work with SeedCo and 12,000 networked farmers in Oyo and Kaduna states to test IAR's hybrid.

C3. Technology Generation

Overview and strategy:

The use of labor saving technologies by Nigerian small-holder farmers is very low. In all crops, land preparation, harvesting and threshing and other operations are done manually and add significantly to the production cost because labor is relatively expensive. MARKETS II has technology generation and dissemination as an important cross cutting activity and is currently making an inventory of labor saving technologies that are already available at different institutes

and universities and will identify gaps and encourage technology development through the grant facility. Special attention will be paid to technologies suitable for use by women and youth.

Activity objective:

Improve yield, productivity, ease of operations, and the attractiveness of farming. It is on this note that MARKETS II entered into partnership with NCRI to explore avenue of collective collaboration to demonstrate new technologies among these grain farmers and encouraging other fabricators to copy for multiplication.

- MARKETS II and NCRI will introduce the new varieties released to farmers with potentials to boost production.
- MARKETS II and NCRI will work together to develop technologies in the following gap areas in rice and other grain production including Power Tiller, Planters and Transplanters, Fertilizer applicator/Spreader, Riper Harvester, Thresher, Winnower, and Bird Scaring Technology. The emphasis is also on demonstrating these technologies to farmers for adoption as soon as the fabrication is completed.
- Identify local suppliers of suitable technologies.
- Inventory of available technologies for farm or community level processing.
- Demonstrate the use of bicycle-powered maize shellers at brown field day demonstrations.
- Take inventory of pro-poor irrigation technologies.
- Establish 25 dry season irrigation demonstration/train youth and women groups
- Develop best practices for soil and water management.
- Revise Package of Practices (PoP).
- Review and develop training materials for water user associations.

Gender, Youth and Vulnerable Groups:

Design and introduce low-cost irrigation strategy to vulnerable homestead farmers in Sokoto state.

Irrigation

Irrigation plays a vital role in year round food production, food supply, income and yield. In 2013 MARKETS II will examine gendered roles, work load and perceptions in Sokoto state in relation to vegetable farming under drip-irrigation technology, investigate the changes drip irrigation technology bring to rural household's food and nutritional intake, and in women's decision making. The economics of the technology will also be analyzed, as well motives behind its adoption.

2012-2013 proposed activities:

- Baseline survey and assessment in three selected states to identify starting points for the introduction of drip irrigation technology. This will be done with the use of questionnaire, observations and discussions with members of the community.
- Plan and design program based on results of the assessment with local partners and service providers

- Prepare inventory document of available proven pro-poor, low cost irrigation technologies including drip irrigation equipment and treadle pumps
- Develop best practices for soil and water management
- Develop a training manual on drip installation
- Train women and youth farmers on installation of drip irrigation technology
- Train women and youth on selection of vegetable seeds
- Establish 25 dry season irrigation demonstration plots for women groups
- Review and develop training materials for water user associations
- Collaborate on testing UDP and drip irrigation for horticultural crops in Sokoto state
- Initiate testing of wet/dry paddy production recently seen on Bangladesh trip

2012-2013 targets:

- Hectares under new or improved/rehabilitated irrigation 14,000

C4. Producer Capacity Building and Association Development

Strong and effective producer groups (POs) and providers of support services (private and public) are essential for facilitating long-term sustainable small farmer commercial operations. However, many of these organizations have management and institutional issues that limit their performance. MARKETS II is therefore focusing resources on improving the capacity of supporting services (for example, subcontracted service providers, state ADPs) to deliver technical support to farmers; and on farmer groups and associations to provide member services.

Activity objective:

Contribute to achievement of MARKETS II program objective of improving the performance of small rural farmers, their incomes and nutrition by increasing the capacity of service and support providers targeting rural smallholder agriculture producers. Planned 2013 activities include:

- Establish and roll out Institutional Capacity development plan for local service providers. Organizational capacity assessments based on USAID OCA tool are ongoing. The outcome will inform roll out of a capacity development plan for 5 sub-contractors. New service providers and associations will be included in the course of the year.
- Provide business training and capacity building support. Initial focus will be on upgrading existing training curriculum and making appropriate adaptations and integrating as appropriate with other content areas of the MII project. NAEC and the Group Leadership/Dynamics curriculum will still be the anchor for this activity. However new delivery approaches will be explored to expand outreach and deepen intervention outcomes.
- Association development - The project will focus on developing internal capacity of existing associations and promote the effectiveness of these associations to serve member's needs, including the need for business linkages and networking. The strategy will involve developing a participatory capacity assessment tool and methodology applicable to producer's groups/associations and to systematically measure their capacity development along identified capacity domains. Specific activities in 2013 will include identification /mapping of potential groups and associations in the project states and selected value chains; selection of groups/association (including associations of women and youth) with good

potentials to work with and to serve as models for other groups/associations to emulate. A rapid assessment for aquaculture groups /associations in Delta State is ongoing and a similar activity is planned two other N/Delta States in 2013. Where associations /groups involving women and youth are nonexistent, MII will work with its service providers to facilitate their formation and strengthening. The Project will explore opportunities for partnership with other projects such as PIND, FADAMA, IFAD, Oxfam, etc. with respect to association development. This will provide an opportunity for MII to leverage resources and build on lessons learnt by the partnering organizations. Partnership in this area will not be limited to donor supported development projects but also extended to the private sector where possible.

2012-2013 indicators:

- Number of MSMEs receiving business development services from USG assisted sources
- Number of producers organizations, water users associations, trade and business associations, and community-based organizations (CBOs) receiving USG assistance

Initial partners:

- Current subcontractors (EGALF, REMS, SG 2000, ABC, ENVOY, DDI)
- New competitively selected subcontractors
- PIND
- Farmer organizations
- Other donor projects

Implementation agreements and subcontracts to be developed in 2012-2013:

MoU with the above local subcontractors for collaboration in the drafting and carrying out of their capacity development plans

Training to support activities:

Outlined in Activity Chart below

Gender, Youth, and Vulnerable Groups:

MARKETS II has a core theme of promoting activities that increase the beneficial participation of women and youth in agricultural value chains. The business development support activities outlined here will mirror this theme in its implementation, and attention will be paid to issues of gender, youth and vulnerable groups while carrying out the activities outlined above: for example, women and youth groups will be identified for capacity development support; MII will develop a pool of women trainers under NAEC and the Group Dynamics training programs; and the project will ensure good representation of women and youth at scheduled training events. Effort also will be made to seek out and map producer organizations and associations in our targeted value chains, that are either constituted of ‘vulnerable groups’ wholly or where they predominate, to highlight and encourage their participation.

C5. Government and External Relations

Overview and strategy:

In the cumulative seven years of its span, MARKETS and BtM2 enjoyed goodwill and a favorable image with the private sector and agricultural communities, and with related donor projects, the development community and state ADPs and ministries of agriculture as a result of the increases in productivity witnessed in targeted value chains. In the past however, partnerships with the Federal Government has not been as robust. We do understand that the public sector has an important stakeholder role in private sector agribusiness and agricultural long-term development by creating an enabling environment, providing technical assistance and information, and investing in critical rural infrastructure. Under MARKETS II we will develop closer relationships with the governments of targeted states and with the Federal Government; and in particular with the Federal Ministry of Agriculture and Rural Development (FMARD)'s Agricultural Transformation Agenda (ATA), their value chain working groups, and by factoring into our program FMARD's designated value chains and Staple Crop Processing Zones (SCPZ).

Activity objective:

The activity objective is to develop and enhance effective and leveraging relationships with the public sector, donors, NGOs, related development projects, and the private sector to increase and broaden long-term project impact on the targeted beneficiaries. With the introduction of the ATA, the government of Nigeria has reached out to MARKETS II, requesting collaboration in various value chains. MARKETS II will also continually dialogue with other development projects working in the same commodity areas and states as MARKETS II to harmonize programs and avoid duplication of efforts. In this regards MARKETS II is already meeting with donor projects like Catholic Relief Services and IFAD to collaborate on activities of mutual interest.

2012-2013 proposed activities:

- Conclude state selection based on a point system.
- Work with the Agricultural Extension Transformation Agenda (AETA) team to train 45 government officials on modern approach to extensions.
- Collaborate with FMARD to undertake sensitization of the mechanization strategy program.
- Collaborate with FMARD on extension reforms workshop.
- Support workshop for officials of the three tiers of government to clarify roles of the federal, state, and local governments in value chain development.
- In collaboration with IFDC and FFD, train 45 federal and state government staff on fertilizer regulation and enforcement.
- Organize MARKETS II Partners' Day; an annual event that brings partners together to review the season's activities.
- Identify other donor projects to potentially work with and hold harmonization workshop.

Initial partners:

- FMARD Transformation Agenda teams
- Governments of partner states

- PIND
- National Program for Food Security (NPFS)
- Donor agencies including IFAD, World Bank
- NGOs and development projects
- Media houses

Training to support activities:

- Train 45 government officials on “current approaches to effective extension”, particularly Farmer Field School in collaboration with NPFS
- Workshop for 45 state and federal officials on “Clarifying roles of the three tiers of government in value chain development”
- Training Fertilizer Department of FMARD on “Fertilizer regulation”

C6. Nutrition and Livelihood/PEPFAR and Gender and Vulnerable Groups Intervention

In addition to MARKET II activities in our targeted value chains and states impacting women, youth, people with disabilities, and other vulnerable populaces, project activities will also include support to the PEPFAR-funded Scale-up of Care and Support Services for OVCs project when the PEPFAR RFA awardees are announced.

Gender, Youth, and Vulnerable Groups

The capabilities of a significant segment of Nigeria’s population (women, youth and handicapped individuals) are underutilized. To help reduce poverty, hunger and improve family nutrition, MARKETS II will target increased participation of women, youth, and other vulnerable groups in our value chains. Activities will build the business skills of vulnerable groups (women and youth), increase access to resources and income, and also focus on promoting nutrition and food security which are particularly important among resource poor households, children affected by HIV, and children made vulnerable by HIV and AIDS.

MARKETS II will carry out vulnerable groups’ livelihood assessments to identify appropriate household economic strengthening interventions for specific households, depending on the identified needs and resources. We will also work with project partners and the MARKETS II irrigation unit to design and implement pilot homestead farm irrigation activities for vulnerable groups in identified resilience states.

2013 proposed GYVG activities:

In addition to the activities listed under each value chain, the following activities will be undertaken:

- Discuss and develop collaboration plan on gender, youth and vulnerable groups with Youth Departments of the state ministries.
- Quarterly review of project gender policies and field implementation.
- Develop tools and conduct capacity mapping of household economic strengthening providers for recommendation to Scale-Up implementing partner in selected states.

- Conduct gender mainstreaming training for MARKETS II and sub-contractor staff.
- Working with the MARKETS II finance team, train women on the use of mobile money platforms. This will ease the challenge of moving money around, and interested women can also register to work as local agents for the companies as an income generating activity.
- Develop and screen irrigation videos in local languages for vulnerable homestead farmers in Sokoto and Jigawa states.
- Meet with the Youth in Agriculture Desk of Federal Ministry of Agriculture and YEAP National Coordinating Office (NCO) Team. These meetings are to enable teams to be on the same page in terms of area of collaboration Hold cross cutting youth strategy workshop to clarify MARKETS II's youth participation targets and progress, and to explore further youth inclusion options.
- Carry out a rapid assessment (based on existing M&E data sets from MARKETS, BtM2, and MARKETS II), on what MARKETS II activities are youth currently engaged in, why, and what activities are youth largely excluded from.
- Describe known barriers and opportunities from the value chain analyses
- Identify gaps in youth inclusion in value chain activities
- Undertake a rapid mapping exercise to identify the existing level of youth and women involvement in traditional farmer groups both as direct and indirect beneficiaries, and to identify existing youth and women groups in MARKETS II value chains within the SCPZ
- Hold a stakeholders forum in the zones with identified groups from various value chains. This is to provide relevant information to the groups on the area of MARKETS II intervention and our approach, especially in the area of capacity building.
- Organize trainings on micro enterprise fundamentals and NAEC for youth as appropriate in the various commodity value chain groups (agro dealers, contract sprayers, agro processors). Where groups have already been formed conduct group dynamics and leadership training.
- Coordinate meeting with the implementation team from FMARD and NYSC youth empowerment division to leverage resources. In collaboration with Ministry of Agriculture (gender and youth units), design NAEC training materials for in-school youth, and explore the possibility of having youth trainers conduct peer to peer trainings.

PEPFAR

Upon USAID instruction MARKETS II will work with the recipients of the PEPFAR-funded Scale-up of Care and Support Services for OVCs project to deliver wrap around household economic strengthening activities to NGOs, Community Based Organization (CBOs), Faith Based Organizations (FBOs), OVC support groups, farmer groups and relevant government agencies. MARKETS II will also conduct training of trainers for nutrition and livelihood training (household economic strengthening) which encompasses Micro Enterprise Fundamentals, diet diversity, nutrition, and homestead gardening. MARKETS II's focus in this area is on mitigating the underlying causes of malnutrition at the household level. Nutritional data in Nigeria indicates that OVCs are more likely to go without food for most of the day, have smaller quantities of food, eat fewer meals and sleep without food. Our nutrition program will focus training efforts on cross-cutting activities which incorporate improved practices in household nutrition, hygiene and homestead farming with enterprise development and link them through household asset management and basic cost-benefit analysis modules.

A Master Trainer will train facilitators from community-based organizations identified through the Scale-Up implementing partner. These facilitators will then offer household economic strengthening training to OVC caregivers in their communities. A core of national master trainers and trainers will be developed over the life of the project. MARKETS II will build the organizational and technical capacity of the organizations selected by the implementing partner for Scale-Up to deliver the household economic strengthening training. MARKETS II will not directly implement the program activities, but rather, serve as a technical advisor to both the Scale-Up implementing partner and the community organizations chosen by that partner.

2013 proposed PEPFAR activities:

- Produce a list of organizations that previously received some training under MARKETS and BtM2 in each of the targeted states for region 1 and region 2 which will be recommended to OVC scale up recipients.
- Conduct assessment of past programs which exist to address OVC household economic strengthening, livelihood and food security activities and their relevance to the umbrella PEPFAR program.
- Work with USAID/Nigeria to develop a short list of likely community-level grant recipients and train an initial group of trainers in each state to provide the household economic strengthening training in selected communities.
- Complete adaptation of micro enterprise fundamentals, nutrition and homestead farming training materials to improve relevance, accessibility and scalability.
- Develop and design tools to assist OVC care givers and other vulnerable groups select viable and relevant HES activities.
- Work with Grand Cereals Limited (GCL) to put *Grand Vita*; nutritional supplement developed and distributed by MARKETS to OVCs, on the market at an affordable price.

2012-2013 targets (includes PEPFAR targets):

- | | |
|--|--------|
| • Number of vulnerable households benefiting | 14,000 |
| • Number of people trained in child health and nutrition | 14,000 |
| • Number of children under five reached | 28,000 |

Grant

Organize getting to grant training for 60 women and 80 youths to build their capacity in responding to request for application (RFA).

Aquaculture Activity Chart

Tasks/Sub-tasks	Responsibilities	O	N	D	J	F	M	A	M	J	J	A	S	Milestones	
		c	o	e	a	e	a	p	a	u	u	u	g	p	
Discussion on the implementation of demo- pond trials and 2012-2013 aquaculture activities in FCT and Niger Delta	Saeed/Francis/ Kayode		X		X										Aquaculture activities agreed
Sharing of the recommendations of the value chain analysis, discussion and drafting of implementation agreements with existing partners in the FCT Abuja	Francis/Saeed				X	X									IAs signed and completed with partners
Discuss & sign IAs with new partners in the South-South region and FCT	Saeed/ Kayode/Francis					X	X								IAs signed and completed with one association partner
Demo-pond trials on aquaculture best practices for fish farmers in the FCT	Service provider/Francis/ Saeed						X	X	X	X	X				Establishment of demo- ponds completed in selected locations
Train farmers in the FCT and N/D on improved fingerling production and hatchery management with PIND	Service provider/Saeed/ Francis/ STTA-Local								X						Twenty five farmers trained
Training new association partners in the Niger Delta and FCT on water quality management, fish health & disease control	Service provider/Saeed/Francis										X				Training completed
Training on basic aquaculture production techniques & farm mgt. practice for representatives of new association partners in the SW/NC regions and FCT	Service provider/Saeed/ Francis/ STTA-local					X		X							Fifty representatives trained
Monitor demo-pond trial on best aquaculture practice at Warri	SP/Saeed /Francis							X		X		X			Demo-pond and report completed
Monitor step down of ToTs	SP/Saeed/MRO								X				X		Monitoring completed
Group dynamics/leadership trainings for new farmers in the NC regions	Emeka/ Francis/Saeed											X			One set of training completed
NAEC (TOT) training for representatives of partners in the FCT regions	Francis/Emeka/Saeed/B assey					X		X							Farmers trained
Training on floating cage culture system of Tilapia for new and existing partners in the NC regions	Service provider/Francis/ Saeed										X				Farmers trained

Revise Aquaculture POP	MII team/Making Cents						X	X										
Dissemination of aquaculture POP and revised Aquaculture Buyers' Guide	Francis/Saeed/SP								X	X	X	X	X	X				Disseminate 500 copies in FCT
Youth training program in aquaculture (Skill development)	Bassey /Saeed/ Francis												X				100 youths trained	
Capacity building of ADP/EAs on delivery of technical/extension messages	SP/ Emeka/Saeed								X								Capacity building Completed	
Conduct rapid assessment of fish farmer associations in 3 Niger Delta states	Emeka/Saeed		X	X					X	X							Fish Farmer Associations Identified	
Conduct detailed capacity assessment of selected fish farmers associations	Emeka/Saeed					X					X	X				Assessment report produced		
Develop ToR and engage consultant to conduct end market research for PIND	PIND/Edo/Kayode		X	X	X												Consultant engaged	
Conduct end-market research for PIND	Edo/Kayode/Saeed/PIND					X	X									End-market research completed		
Discuss and sign IAs with existing partners in the SW/NC regions	Kayode/Saeed					X	X									IAs completed with 4 partners		
Recruit Junior Aquaculture Specialist for the Niger Delta	HR								X								Candidate resumes in April	
Demo-pond trials on aquaculture best practices for fish farmers in the N/Delta	Kayode /Saeed/PIND		X	X	X	X	X	X									Establishment of demo- ponds completed in selected locations	
Identify and IA with interested partners for scale-up of demo pond intervention											X	X				Agreement signed with partners		
Develop ToR and engage consultant to conduct technical assessment of hatchery houses for infrastructure upgrading									X	X							Report of Assessment produced	
Engage consultant to develop 3 year business plan/sustainability plan for the selected fish farmers' associations											X	X	X				Business/sustainability plan developed	
Identify partners for development of improved brood stock of Clarias sp	Edo/Kayode/Saeed/PIND								X								Partners identified	
Develop concept note and collaborate with public & private partners for development of improved brood stock of Clarias sp											X	X	X	X			Commence the process of developing improved brood stock	
Training on water quality management, fish health & disease control for ass. partners	STTA-Local/Saeed								X								Twenty five trained	
Training on basic aquaculture production techniques & best mgt. practices for customers of GCL, Jos and Durante at NW, NC, SW zones	STTA-local/Saeed						X	X						X			100 customers trained at each location	

Soybean Activity Chart

Tasks/Sub-tasks	Responsibilities	O	N	D	J	F	M	A	M	J	J	A	S	O	N	D	Milestones
		c	v	e	a	e	a	p	a	u	u	u	e	c	v	e	
Carry out opportunity assessments of processors	MRO				X	X											Develop findings report
Develop business plans	MRO/Emeka					X	X										Engage small-scale processors
Develop and Print POPs / posters	MRO/Making Cents						X										
Develop IAs and Grants/subcontracts	MRO/GSF						X	X									Sign with partners
Engage service provider and carry out sensitization and mobilization activities	MRO/GSF						X	X									Farmers mobilization
Finalize processors, ADP, IAs.	MRO							X									Sign IAs
Conduct Preseason Training of Trainers and Step Down	MRO							X	X								Train 4,000 farmers
Assist processors with farmers registration; inform M&E team	SP/ MRO							X	X								
Monitor loan, crop insurance, and extension activities	MRO								X	X	X	X	X	X	X	X	
Select seed; undertake seed purification and germination test	MRO									X							
Supervise land preparation and application of fertilizer	MRO								X	X							
Ensure distribution of inputs (seed, fertilizer)	MRO									X	X						Access to seed for farmers
Demonstrate seeds and seeding at farmers' fields	MRO									X	X						Improved productivity
Select locations of demo plots	ADP/MRO									X	X						
Establish demo plots managed by farmers	ADP/SP/MRO									X	X	X					
Monitor planting dates	ADP/SP/MRO										X	X					
Inspect seed germination in farmers' fields	ADP/SP/MRO										X	X					

Hold weekly demonstrations to deepen extension (demo plots)	ADP/SP/MRO																	X	X	X	X	X	X	
Inspect first round of weeding at demo plots and farmers' fields	ADP/SP/MRO																		X					
Plan Green Field Days	MRO																		X					
Hold Green Field Days; report attendance data to M&E team	MRO/SP/ADP																		X					Attendance of 300 lead farmers
Plan Post Harvest Training	MRO																			X				
Hold Post harvest training ; report attendance data to M&E team	MRO																			X	X			300 lead farmers
Conduct group dynamics and leadership training	MRO/Emeka																			X				
Conduct Price Survey for Buy Back and Stakeholders meeting.	MRO																			X				Establish price for buyback
Assist M&E in developing TOR for yield/ Income/cost M&E survey	M&E/MRO																			X				
Monitor the yield /income /cost survey	M&E/MRO																				X	X	X	Yield and income average
Subcontracts and MOUs:																								
Develop and sign IAs with partners KARMA MILK, NOVUM and FEEDTECH	NRO/KADP					X	X	X																
Develop ToR, and sign Sub-contracts with service providers	NRO/GSF/SP					X	X																	
Produce and print POP and/or other extension materials	MII team /SP					X	X	X																
Sensitize, mobilize and register farmers for the 2013 outgrowers schemes	SP/NRO					X	X	X	X															
Collaborate with finance unit to facilitate credit for farmers	NRO/KADP					X	X	X	X	X														
Supervise subcontractors on the establishment of demonstration plots	NRO																			X	X			
Supervise planting and transplanting in farmers' plots and demonstration plots	NRO/SP/KADP																			X	X			
Inspect the weeding phases of demos and farmers' fields	NRO/SP/KADP							X	X										X	X				
Organize stakeholders forum for agro partners, banks, lead farmers, input suppliers, and subcontractors	NRO/SP/KADP	X																						

Trainings Proposed for farmers under the out-growers scheme:																												
Organize ToT and supervise training on recommended soybeans production and farm management practices	SP/NRO /KADP									X																		
Hold field day on production & farm management practices for early cropping	SP/NRO										X																	
Organize group dynamics & leadership training for lead farmers	NRO/KADP											X																
Organize NAEC training for lead farmers	NRO/Bassey												X															
Train youth contract sprayers and weed control specialists	NRO/CropLife									X																		
Organize Training Workshop on Managing Quality and Standards (MQS) including Effluent Disposal and Management in fish meal Production factory	TBD																									X		
Collect M&E data from subcontractors and partners	All					X				X																	X	

Maize Activity Chart

Tasks/Sub-tasks	Responsibilities	O	N	D	J	F	M	A	M	J	J	A	S	Milestones
		c	v	e	a	e	a	p	a	u	u	u	e	
Sign IAs with Grand Cereals Ltd, Novum, FEEDTECH and KADP	SRO/NRO/SAF				X	X	X							IAs signed and implemented
Develop TOR and sign sub- contracts with service providers	SRO/GSF/SP/NRO					X	X							Subcontractor engaged
Revise and print POP and/or other extension materials	Edo/SRO/NRO				X	X								POP printed
Collaborate with finance unit to facilitate credit for farmers	Farouk/SRO/NRO					X	X	X	X					Loan disbursement to farmers
Supervise the establishment of demo- in Oyo North	SRO								X	X				Demo- plots established
Supervise seed sowing and germination in demo and farmers' plots	SP/SRO/NRO								X	X				Seed sowing completed
Supervise preseason training on best agronomic practices	SRO/NRO							X	X					500 farmers trained
Supervise and facilitate access of farmers to inputs	SRO/SP							X	X					Quality seeds provided to farmers
Monitor different phases of fertilizer application	SRO/SP									X	X	X		
Hold market survey meeting with lead farmers, EAs, banks, & input suppliers	SRO/SP												X	Market survey completed
Organize ToT and monitor step down training on recommended maize production and farm management practices for early cropping season	SRO/SP/NRO/EAs							X	X					Training completed
Data collection for quarterly reports	SRO/M&E/SP				X			X			X			Three quarterly reports collected
Organize farmers' field day on maize production and farm management	SRO/SP/EAs /NRO								X					Farmers field day conducted / By July 31
Organize group dynamics & leadership training for lead farmers in Oyo North	Emeka/SRO									X				Selected lead farmers trained
Organize NAEC training for maize lead farmers	Emeka/SRO/ NRO							X	X	X				Twenty five lead farmers trained

Organize training of contract sprayers & weed control in maize production sites	Crop Life								X	X								Weed control training organized	
Sensitize, mobilize and register farmers for the 2013 outgrowers schemes with agro processing partners	NRO/SP/KADP							X	X	X									
Collaborate with the finance unit to facilitate access to credit for networked maize farmers	Credit team							X	X	X	X								
Supervise subcontractors in establishing demonstration plots in each of the 5 participating LGAs in Kaduna state	NRO/service provider																X		
Work with subcontractors to supervise pre-season training sessions on best production practices	NRO/service provider/KADP																X		
Supervise the subcontractor in facilitating farmers' access to seeds and other inputs	Service provider /KADP/NRO									X	X	X							
Organize maize market survey and stakeholders meeting for representatives of MARKETS II, partners, banks, selected lead farmers, Extension Agents, input suppliers, subcontractors, etc.	NRO/service provider				X	X													
Organize Group Dynamics and Leadership training for maize lead farmers in participating LGAs	NRO																X	X	X
Collect M&E data from subcontractors and partners						X												X	

Cassava Activity Chart

Tasks/Sub-tasks	Responsibilities	O	N	D	J	F	M	A	M	J	J	A	S	Milestones
		c	v	e	a	e	a	p	a	u	u	u	e	
		t		c	n	b	r	r	y	n	l	g	p	
Develop and sign IAs with Matna Foods, Thai Farm, Niji Foods, AADL, and states ADPs	Kayode	X	X	X	X	X								IA signed and completed
Develop TOR, and sign Sub-contracts with service providers	Kayode/ Blessing				X	X	X	X						Subcontract signed
Prepare and submit project proposal to Nigerian Breweries Plc.	Harvey/Edo		X											Proposal submitted to NB
Revise and print POP and/or other extension materials	Edo/Kayode				X	X								Revised POP ready
Mobilize farmers for outgrower schemes with Matna Foods, Thai Farm, Niji Foods & AADL	Kayode/Peter					X	X	X						2,500 farmers registered by
Carry out opportunity assessment of potential partners in the Niger Delta	Kayode/Peter					X								Partner(s) identified in ND
Carry out opportunity assessment of potential partners in the FCT	Francis/Peter					X								Partner(s) identified in FCT
Develop concept note for investigating cassava intermediate processing technologies	Kayode/PIND						X							Concept note developed
Conduct study on appropriate cassava intermediate processing technologies (PIND)	STTA								X					Study report submitted
Develop and sign IAs with partner(s) and ADP(s) in the Niger Delta	Peter							X						IAs signed
Develop and sign IAs with partner(s) and ADP(s) in the FCT	Francis/Peter							X						IAs signed
Develop TOR, and sign Sub-contracts with service providers for the Niger Delta	Peter							X	X					Sub-contract signed
Carry out all other relevant activities below with partners/farmers in the Niger Delta	Peter								X	X	X	X	X	Relevant training done in ND
Carry out all other relevant activities below with partners/farmers in the FCT	Francis/Peter								X	X	X	X	X	Training conducted in FCT
Recruit program assistant	Kayode/Peter							X						
Orientation of Extension Agents	Kayode/Peter							X						EAs trained
Collaborate with finance unit to facilitate access to credit for networked cassava farmers	Peter/Femi								X	X				Loan disbursed to Farmers.

Supervise subcontractors in establishing demonstration plots in each of the project states	Peter									X	X							Demo plots established	
Supervise preparation of land for early season cassava plots by networked farmers	Peter										X							Farmers' plots ready by May	
Supervise planting and stem germination in farmers' plots and demonstration plots	Peter										X							Plots planted	
Inspect the weeding phases of demos and farmers' fields	Peter											X	X	X					
Monitor different phases of fertilizer application	Peter										X	X						Fertilizer applied.	
Organize cassava stakeholders forum for partners, banks, selected lead farmers, input suppliers, and subcontractors	Kayode/ Peter									X				X					Forum held per quarter
Engage consultant and carry out organizational assessment of women cassava processing groups in Oyo and Ondo states	Edo/Kayode										X							STTA consultant engaged and study completed	
Engage consultant and carry out study on cassava roots traders	Edo										X							Study report completed	
Develop concept note on development of cassava cuttings system, and implement pilot scheme in Ondo state	Edo/Kayode							X											
Inspect farmers' fields in project states	Kayode/ Peter													X	X	X		Inspect 5 farmers field/state	
Organize ToT and monitor step down training on recommended cassava production and farm management practices (ToT) for the early cropping season	Peter										X							2,600 farmers trained	
Organize field days on recommended cassava production and farm management practices for the early cropping season	Peter										X	X						500 farmers per state	
Train selected farmers on techniques and economics of cassava stem multiplication	Peter											X						50 farmers trained	
Organize Group Dynamics and Leadership Training for cassava lead farmers in states	Emeka/ Peter													X					100 lead farmers trained
Organize NAEC Training for cassava lead farmers in Project States	Emeka/ Peter											X						100 lead farmers trained	
Train of contract sprayers and weed control specialists in cassava project states	Peter										X							60 youth trained	
Train Officers of cassava Processing Firm on Managing Quality and Standards (MQS) including Effluent Disposal and Management in Cassava Processing Factories for	Peter													X					At least 3 partner staff trained

Cocoa Activity Chart

Tasks/Sub-tasks	Responsibilities	O	N	D	J	F	M	A	M	J	J	A	S	Milestones
		c	v	e	a	e	a	p	a	u	u	u	e	
Develop and sign IAs with partners and state Ministries of Agriculture/ADPs where applicable	Kayode		X	X	X	X								IAs signed
Develop TOR and sign Sub-contracts for the program	Kayode/Blessing				X	X	X	X						Subcontract signed
Revise and print POP and/or other extension materials	Edo/Kayode				X	X								Revised POP ready
Recruit Cocoa value chain manager	Edo/Kayode					X								Cocoa Manager resumes duty
Sensitization and mobilization (including registration) of farmers and other stakeholders for the program	Kayode/Cocoa Manager					X	X	X						7,500 farmers registered
Collaborate with the Credit Unit to coordinate access of bank loan to enlisted cocoa farmers	Cocoa Manager /Femi							X	X	X	X			Loan disbursed to Farmers
Organize Training of farmers on Nursery Establishment and Management	Cocoa Manager							X						100 lead farmers trained
Recruit program assistant	Kayode/ Cocoa Manager							X						
Work with the service provider to monitor nurseries set up by farmers	Cocoa Manager							X	X	X				At least 1 nursery est. /state
Organize training (TOT) on good agricultural, environmental and social practices for lead farmers	Kayode/ Cocoa Manager							X	X					300 lead farmers trained
Organize training of contract sprayers (youth)	Kayode/ Cocoa Manager								X	X				At least 60 youth trained.
Organize training on good business practices/NAEC for farmers' reps	Emeka/ Cocoa Manager										X			100 farmers' reps trained
Organize training on group dynamics and leadership/group strengthening for farmers' reps.	Emeka/ Cocoa Manager											X		100 farmers' rep trained
Monitor step down of training on Good Agricultural, Environmental, Social and Business practices to other farmers	Cocoa Manager								X	X	X	X		7,500 farmers trained
Organize ToT Good Harvesting and Drying practices for farmers representatives	Cocoa Manager												X	100 farmers trained
Collect M&E data from subcontractors and partners	Cocoa Manager							X			X			Data collected for Quarterly reports

Middle Belt Rice Activity Chart (Kwara, Benue, Enugu, Ebonyi, Anambra, Taraba, Niger, FCT)

Tasks/Sub-tasks	Responsibilities	O	N	D	J	F	M	A	M	J	J	A	S	O	N	D	Milestones
		c	v	e	a	e	a	p	a	u	u	u	e	c	v	e	
Carry out opportunity assessments of processors	Francis/Emeka				X	X											Completion report
Develop business plans for small-scale processors	Francis/Emeka					X	X										Engage processors
Revise and reprint POPs / posters (translation to local language for posters)	Francis/operations/Edo						X										Distribute to farmers
Develop IAs and Grants/subcontracts terms of reference	Edo/Francis/GSF						X	X									Sign with partners
Engage Service Providers /Plan and undertake sensitization and mobilization activities	Edo/Francis/GSF						X	X									Farmers mobilization and sensitization
Finalize processors, ADP, IAs.	Edo/Francis/GSF							X									Sign IAs
Conduct Preseason Training of Trainers and Monitor Step Down	SP/ Francis/ Danjuma/ Yahaya							X	X								Train lead farmers
Assist processors with farmers registration; inform M&E team								X	X								
Monitor loan, crop insurance, and extension activities	Francis								X	X	X	X	X	X	X	X	
Select seed; undertake seed purification and germination test	ADP/SP									X							
Supervise land preparation	ADP/SP/Francis								X	X							
Monthly review meetings and routine field monitoring							X	X	X	X	X	X	X	X	X	X	
Ensure distribution/procurement of inputs (seed, fertilizer)										X	X						Improved productivity
Demonstrate seeds and seeding at farmers' fields										X	X						
Select locations of demo plots	ADP/SP/ Francis								X	X							
Establish demo plots managed by farmers	ADP/SP/ Francis										X						

Northern Rice Activity Chart

Tasks/Sub-tasks	Responsibilities	O	N	D	J	F	M	A	M	J	J	A	S	Milestone
		c	o	e	a	e	a	p	a	u	u	u	e	
		t	v	c	n	b	r	r	y	n	l	g	p	
Subcontracts and MOUs:														
Discuss, develop and sign IAs with partners UMZA, Popular Farms and Labana Global	NRO/DDI			X	X	X	X							Sign IAs
Sign Sub-contracts with service providers for both wet and dry season rice production	NRO/DDI/SAF				X	X	X							Subcontract implemented
Revise and print POP and/or other extension materials	NRO/DDI				X	X	X	X						
Sensitization, mobilization and registration of farmers and stakeholders for the program (UMZA, POPULAR, LABANA out-growers) for both dry & wet season	DDI/NRO/ADPs				X	X		X	X					Farmers registered
Collaborate with the Credit Unit to coordinate access of bank loan to enlisted rice farmers	Credit team				X	X			X					
Supervise the subcontractors in establishing demonstration plots in each of the rice states demonstrating UDP and NOTORE's seeds	NRO/DDI/ADPs							X			X			Demo plots established for field activities
Work with subcontractors to supervise preparation of land for both season rice plots by enlisted farmers in the project states	NRO/DDI			X	X	X	X			X	X			
Supervise the subcontractor in facilitating farmers' to for nursery management or planting materials and other inputs	NRO/DDI			X	X	X	X		X	X				
Work with the subcontractor to supervise planting and transplanting in farmers' plots and demonstration plots	DDI/NRO			X	X	X	X			X	X			
Inspect the weeding phases of demos and farmers' fields	NRO/DDI							X	X	X	X			
Monitor different phases of fertilizer application	NRO/DDI/ ADPs					X	X		X	X				
Organize rice stakeholders forum for representatives of MARKETS II, partners, banks, selected lead farmers, input suppliers, subcontractors, etc.	DDI/NRO							X					X	

Trainings Proposed for farmers under the out-growers scheme:																	
Organize training of lead farmers on Recommended Rice Production and Farm Management Practices (ToT) for wet and dry season	NRO/DDI					X			X								
Monitor step-down of ToT on Recommended Rice Production and Farm Management Practices for the early cropping season ,seed production technology training for both dry and wet season	NRO/DDI				X				X								All networked farmers trained
Organize Farmers' Field day on Recommended Rice Production and Farm Management Practices for the early cropping season	NRO/DDI								X								Farmers' capacity developed
Training of selected farmers/investors on UDP techniques and economics , and how to use power tillers,	IFDC/NRO/ DDI				X				X								
Organize Group Dynamics and Leadership Training for Rice lead farmers in Project States	Trainer/NRO								X								
Organize NAEC Training for rice lead farmers in Project States	Trainer/NRO					X											
Organize Training of Contract Sprayers and Weed Control Specialists in rice Project States	Crop life							X									
Organize Training Workshop on Managing Quality and Standards (MQS) including Effluent Disposal and Management in rice Processing Factories for Officers of partner rice Processing Firms	TBD									X							

Sorghum Activity Chart

Tasks/Sub-tasks	Responsibilities	O	N	D	J	F	M	A	M	J	J	A	S	Milestone
		c	o	e	a	e	a	p	a	u	u	u	e	
		t	v	c	n	b	r	r	y	n	l	g	p	
Subcontracts and MOUs:														
Discuss, develop and sign Implementation Agreements with partners (AMP,FAAI)	NRO/ DDI					X	X							Sign IAs
Develop TOR, and sign Sub-contracts with service providers	SAF/NRO				X	X								Subcontract implemented
Revise and print POP and/or other extension materials	Technical team/DDI					X								
Sensitization, mobilization and registration of farmers and stakeholders for the program	NRO/DDI/ KADP/ KNARDA					X	X	X	X					Farmers registered for 2013
Collaborate with the finance unit to coordinate access to bank loan to enlisted Sorghum farmers	Credit team/DDI				X	X	X	X						January-April
Supervise the subcontractors in establishing the demonstration plots in each of the project states IAR/ ICRISAT HYBRID seed	NRO/DDI									X	X			
Work with subcontractors to supervise preparation of land for plots by enlisted farmers in the project states	NRO/DDI									X	X			
Supervise the subcontractor in facilitating farmers' for management or planting materials and other inputs	NRO									X	X	X		
Work with the subcontractor to supervise planting in farmers' plots and demonstration plots	NRO/DDI										X	X		
Inspect the weeding phases of demos and farmers' fields	NRO,DDI										X	X		
Monitor different phases of fertilizer application	NRO,DDI										X	X		

Agricultural Finance Activity Chart

Tasks/Sub-tasks	Responsibilities	O	N	D	J	F	M	A	M	J	J	A	S	Milestones
		c	o	e	a	e	a	p	a	u	u	u	e	
		t	v	c	n	b	r	r	y	n	l	g	p	
Financial Services Market study	Shorebank / Farouk	X	X											Study completed
Assessment & road map for commercial banks including diagnosis and capacity building program on agric lending	Shorebank / Farouk		X	X	X				X	X	X			Diagnosis complete by Jan ending and interventions commenced
Engaging prospective and present partners in discussion on MARKETS II planned activities regarding financial services for partners	Credit team	X	X	X	X	X								
Meeting with NIRSAL to identify areas of collaboration and agree with partnership	Credit team	X	X	X	X	X								Initial meeting done Oct 2012 & follow up to be done
Feasibility assessment on Mobile banking and other means of sharing commodity prices/information with advisory services and designing a pilot	STTA	X	X	X	X	X								
Development, renewal and signing of Implementation agreements with all partner financial institutions	Credit team	X	X	X	X	X								IAs signed with at least six financial institutions by end of December 2012.
Work with Business Development, DEC & LAPO on NAEC	Farouk/Emeka		X		X		X	X		X	X	X	X	
Joint Loan Recovery visits to networked farmers along with partner lending financial institutions	Credit Team	X	X	X	X	X	X	X	X	X	X	X	X	
Profiling of MFI/MFBs to determine suitability for partnerships	Credit team		X	X										Profiling of two MFI/MFBs completed by second week of December.
Engage USAID Nigeria in discussion on status of DCA Guarantee supporting agric lending in Nigeria					X									Information obtained and banks contacted
Engage stakeholders in useful discussion on the mobile banking flat form for agribusinesses and farmers	Credit team				X	X	X	X						Identification and selection of a flat form completed

Work with MFIs and MFBs partners to access wholesale loans from commercial sources	Credit team				X			X	X	X	X	X	X	
Identification of tractor owners/associations representatives for partnership and linkage to NIRSAL scheme on mechanization	Credit team		X	X	X									Partnership established with the National Association body
Facilitation of access to finance for farmers & agro processors (Wet and Dry seasons)	Credit Team	X	X	X	X	X	X	X	X	X	X	X	X	
Quarterly Credit Data collection/meeting with Financial Institution partners and Banks.	Abubakar/ Olufemi	X			X			X			X			
Training for Credit officers/managers of Bank Of Agriculture	Farouk, Abubakar & consultant					X	X							TOR developed and executed
Capacity Building for Bowman/DEC/LARDI/LAPO Managers	Farouk/Abubakar/Olufemi/ Consultant									X	X	X	X	TORs developed and executed
Organize farmers and lenders forums across the regions to share concerns/challenges and experiences with a view to resolving issues on lessons learnt	Credit Team										X			Planning, consultations and invitations completed three weeks before the dates.
Pre-loan training for proposed loan beneficiaries on benefit of crop insurance, record keeping, group financial & loan management	Credit team										X			TOR developed and executed with DEC and LAPO a month before the month of training.
Engage with value chain managers in identification of financial services needs of all partners in the value chain	Farouk/Abubakar/Olufemi.	X	X	X	X	X	X	X	X	X	X	X	X	

Agricultural Inputs Activity Chart

Tasks/Sub-tasks	Responsibilities	O	N	D	J	F	M	A	M	J	J	A	S	Milestones
		c	v	e	a	e	a	p	a	u	u	u	e	
UDP														
Analyze results of 2012 UDP Farmer Field Demonstrations	Danjuma	X												Results analysis completed
UDP Training Curriculum Development	Manon/Yahaya	X	X											UDP Curriculum completed
Map Notore's USG supply channel and the locations of Northern rice farmers	Felix/TBD		X	X	X									
Working with partners to map input deliveries to MII farmers	Felix/TBD		X	X	X	X	X	X	X	X				
Facilitate lessons learned workshop for developing supply & demand of USG to identify gaps & set a strategy for supplying USG to farmers in 2012/13 dry seasons	Brian/Emmanuel		X	X										
Facilitate 10 Technology Transfer Centers (TTCS) of briquetted urea to targeted rice-growing regions in select states (Kebbi, Sokoto, Kano, Jigawa, Niger)	Danjuma			X	X	X	X	X						
Work with Input Suppliers and financial institutions partners on developing a trade mechanism for input suppliers down their supply chains to targeted MII farmers	Francis			X	X	X								

Facilitate step down trainings to farmers on UDP fertilizer application for dry season in the north	Yahaya/Sunny/Dlephine/ Laure			X	X	X	X	X						Train farmers on UDP
Facilitate UDP trainings to agro input dealers selling UDP technology to targeted MARKETS II farmers	Yahaya/Sunny/Delphine/ Laure			X	X	X	X	X						Training for agro dealers completed
Coordinate at least one Green Field Day Demonstration at the booting stage for each TTC during the dry season, with a minimum of 400 farmers attending each.	Danjuma					X	X	X						
Identify UDP Demonstration Sites for the middle belt states for the upcoming wet season.	Danjuma/ Delphine					X	X							
Order Briquetting Machine from Bangladesh	James					X	X	X						
Assess Notore's Supply of USG to MII rice farmers during the dry season and preparation for USG supply for the wet season.	Brian/Emmanuel					X	X	X						
Facilitate a minimum of 5 TTCs of briquetted urea in MARKETS II targeted rice value chain regions in the middle belt region. A minimum of ten fields will be facilitated in five separate states (Ebonyi, Enugu, Kwara, Benue, Anambra)	Danjuma							X	X	X	X	X		
Facilitate a minimum of 5 UDP Test plots for MARKETS II maize growers.	Danjuma/ Laure							X	X	X	X	X	X	
Work with Notore to continue to assess and strengthen delivery of USG to MII targeted farmers, reaching 30,000 sales units.	Brian/Emmanuel				X	X	X	X	X	X	X	X		

states to reach 96,000 targeted beneficiaries (value of \$7 million in agro input sales)																	
Leverage \$5 million of private and public funds for agriculture	Brian/ Emmanuel/ Malik			X	X	X	X	X	X	X	X	X	X	X			Leverage \$5 million
Collate and Report M&E data on GES activities	Felix/ Brian/ Tunji	X	X	X	X	X	X	X	X	X	X	X	X	X			
Regional Agro Input Associations																	
Promote and strengthen regional agro-dealer association membership and capacity to deliver services their agro- dealer/members (encouraging and introducing income generating activities)	Sunny	X	X	X	X	X	X	X	X	X	X	X	X	X			
Work to establish two additional regional agro-dealer associations in the south-south and south east, totaling 6 regional associations representing the entire country	Brian/ Sunny/ Malik								X	X	X	X	X	X			Establish two additional regional agro-dealer associations in the south-south and south east,
Assist existing and new agro input dealer associations to register with the Nigerian CAC.	Sunny								X	X	X	X	X	X			
Explore the development of a Federation of the 6 regional agro dealers that would represent agro input dealers at a national level	Brian/ Sunny/ Malik								X	X	X	X	X	X			
Soil Fertility Management and Improvement																	
Assess soil fertility and management techniques for MARKETS II farmers	Fofana				X	X	X	X									
Develop best practices training curriculum for soil fertility management based on assessment	Fofana					X	X	X									
Utilize soil sampling/testing at UDP demonstrations at TTCs	Fofana/TBD							X	X	X	X	X	X				
Explore opportunities to work with commercial scale composters (around urban centers)	Brian					X	X	X									
Explore water soluble fertilizers for drip irrigation and vegetable production	TBD							X	X	X	X						

Seeds Activity Chart

Tasks/Sub-tasks	Responsibilities	S	O	N	D	J	F	M	A	M	J	J	A	Milestones
		ep	ct	ov	ec	an	eb	ar	pr	ay	un	ul	ug	
Demonstrate seed vs Farm saved seed	Danjuma													
Establish nurseries						X								
Transplant and UDP demo							X	X						10 demos established
Field day pre-harvest										X				
Postharvest field day														
Training od rice seed farmers (Niger, Kano, Enugu)	NRO, MRO									X	X	X	X	300 farmers trained
Workshop on foundation seed house								X						
								X						
Variety descriptions	Edo, NARS, NASC													
One day workshop								X						
Planting of selective varieties								X						
Observations and descriptions										X	X	X	X	15 variety descriptions published
Pilot farmer/dealer downstream distribution	Edo, Brian, SMPs													
Meeting seed companies to introduce concept						X								
Select pilot LGAs and train farmers							X	X						
Access to finance								X						
Farmer/Dealer demo plots established									X	X				150 show plots established
Farmer dealers stocked with seed								X	X					150 farmer dealers operational
Monitoring						X	X	X	X	X	X	X	X	
Sustainable cassava stem production														
Finalize discussion with CRS	Peter, SRO						X							
Select LGAs in Ondo state and select farmer groups								X	X					
Order cassava stock at IITA							X							
Prepare training manuals							X							
Train selected farmers in propagation										X	X	X		45 farmers trained
Train selected farmers in business skills and record keeping										X	X	X		
Train other farmers on the benefits of improved stems and agronomy									X	X	X	X	X	50 lead farmers trained

Sustainable cocoa seedling production																				
Partner meeting (CRIN, Armajaro etc)	SRO								X											
State and LGA selection, farmer selection										X										
Develop training modules										X										
Source stock										X										
Train farmers in seedling production	NRO, MRO										X	X	X	X						45 farmers trained
Train farmers in business skills and record keeping											X	X	X	X						
Train other farmers on benefit of improved seedlings																				50 lead farmers trained
Demonstration of two sorghum hybrids										X										
Stakeholder meeting	NRO										X									
Selection of demo sites												X								25 selected sites
Green field days																			X	25 sites planted
Yield assessment and brown field days																				250 lead farmers attend
Demonstrate SeedCo maize hybrid	NRO																			

Technology Development and Dissemination Activity Chart

Technology development and dissemination	Responsibilities	O	N	D	J	F	M	A	M	J	J	A	S	Milestones
		c	o	e	a	e	a	p	a	u	u	u	e	
		t	v	c	n	b	r	r	y	n	i	g	p	
Discuss with NCRI which rice technologies to demonstrate	Francis, Aliyu, Edo	X												3 technologies chosen
Demonstrate and train farmers in selected rice technologies	Francis, Aliyu, NCRI		X	X										
Identify local manufacturers for selected technologies and develop prototypes	Francis, Aliyu, NCRI				X	X	X	X						Prototypes for 3 technologies developed
Identify missing technologies in rice value chain and identify solutions	Francis, Aliyu, NCRI				X	X	X	X						
Demonstrate and train rice parboilers in the use of solar rice drying bags	Francis, Edo		X	X										10 bags demonstrated
Demonstrate bicycle powered maize shellers and form youth groups as service providers.	Aliyu, Edo		X	X										10 shellers demonstrated, 10 youth groups formed
Demonstrate motorized multi crop shellers with networked maize farmers and form women and youth groups as service providers	Aliyu, Edo		X	X										3 shellers demonstrated and 3 groups formed
Produce an inventory of pro poor irrigation technologies available in Nigeria and the region	Felicity, Edo			X	X									Inventory published and widely distributed
Identify local manufacturers of pro poor irrigation technologies	Felicity, Edo					X	X	X						
Establish 25 demonstrations of pro-poor irrigation technologies during the dry season to women and youth groups	Felicity, Aliyu, Edo					X	X	X	X					25 demonstrations established and 25 groups trained
Develop a low cost starter kit for fish farming for women, youth and vulnerable groups.	Saeed, Bassey, Edo		X	X										20 starter kits made available to selected groups
Develop training manual and train women, youth and vulnerable groups in aquaculture using the starter kits	Saeed, Bassey, Edo				X	X	X	X	X					20 groups trained
Work with CropLife and the World Cocoa Foundation on training of crop protection spraying groups. Introduce mist blowers.	Cocoa VCA, Edo, CropLife					X	X	X	X	X				
Pilot the CRS sustainable improved cassava cutting model in Ondo state	Cassava VCA, Edo, CRS				X	X	X	X	X	X	X	X	X	30 stem producers trained in Ondo
Demonstrate the semi-automatic gari toaster to gari processors to gain efficiency and improve quality of life	Cassava VCA, Edo			X	X	X	X	X						10 gari producer groups trained
Demonstrate animal drawn and motorized planters with MARKETS II maize and sorghum farmers	Aliyu, Edo								X	X	X			400 lead farmers have attended the demonstrations
Pilot farm or community based semi-processing of cassava as alternative to sales of fresh roots.	Cassava VCA, Edo					X	X	X	X					3 pilots established

Irrigation Activity Chart

Tasks/Sub-tasks	Responsibilities	O N D J F M A M J J A S												Milestones	
		c	v	e	a	e	a	r	r	a	u	u	e		
Baseline assessment in Sokoto, Jigawa and Kano to identify starting points for the introduction of drip irrigation technology	Felicity and Bassey				X	X									Assessment report completed
Determine design of drip kits and procure the kits for farmers• Develop a training manual on drip installation	Felicity			X	X	X									Training manual completed and 20 drip Irrigation kits procured
Develop TOR to engage local partners and service providers for the implementation of drip irrigation for vulnerable groups	Felicity /SAF				X	X									TOR produced and 3 service providers engaged
Identify vulnerable women and youth groups in the targeted States for support	Felicity/Bassey					X	X								Vulnerable women and youths identified
Prepare inventory document of available proven pro- poor, low cost irrigation technologies including drip irrigation equipment and treadle pumps.	Felicity											X	X		Inventory documents prepared
Train women and youth farmers on installation of drip Irrigation.	Felicity							X	X						300 women and youths trained
Train women and youth on selection of vegetable seeds	Felicity/Edo							X	X						300 women and youths trained
Establish 6 dry season drip irrigation demonstration plots in six communities	Felicity							X	X						6 demo plots established
Monitoring and provide Mentoring for the Irrigated farms	Felicity										X	X	X	X	
Liaise with value chain managers to identify farmers practicing dry season farming	Felicity								X						
Review and develop training materials for water user associations.	Felicity										X	X	X		Water users association manual reviewed
Inventory of pro-poor irrigation technologies	Felicity		X	X	X										
Develop best practices for soil and water management	Edo/Felicity							X	X	X					
Review and develop training materials for water user associations	Edo/Felicity							X	X	X	X	X	X		

Producer Capacity and Association Development Activity Chart

Activities	Responsibilities	O	N	D	J	F	M	A	M	J	J	A	S	Milestones
		c	v	e	a	e	a	p	a	u	u	u	e	
Local Partner Institutional Capacity Assessments - 5 Sub-contractors (Egalf, SG 2000, Envoy, REMS, ABC)	GSF/Emeka./STTA	X	X											Report of assessments completed
Capacity Building for Service Providers - Board Dev. workshop/prog.	Emeka/STTA/GSF						X							
Cap. Building for Service providers - Strategic Planning Workshop	Emeka/STTA/GSF							X						
Cap. building for service providers and support strategic planning process for 5 subcontractors	Emeka/STTA/GSF								X	X	X			
Organizational Capacity Assessment (OCA) for Diamond Development Initiative														
Preparation for first annual review of OCA												X		
Commence first annual OCA review	STTA/Emeka												X	
Train service providers on training design and delivery	Making Cents/Emeka							X	X	X				
Identification and selection of next set of Local Service providers/subcontractors for OCA												X	X	Report of assessments completed
Identify Potential Local Training services providers for collaboration on the 'Out grower University' Initiative	STTA/Making Cents/Emeka							X	X					Local Training Services partners identified and selected
Develop concept/framework for implementing the Outgrower University initiative which will involve training agro processors on best practices and lessons learned in the outgrower schemes, and eventually handing over curriculums and training materials to a local training service provider.									X	X				Framework developed with inputs from partners.
Identify/develop partnership with Local learning Institutions (esp. universities) to revise /strengthen Agribusiness curriculum and promote shared Learning	STTA/Other donors/ PIND/Emeka									X	X	X	X	Institutions Identified and Selected.

Design and adaption program for group dynamics and leadership curriculum	Making Cents		X													Curriculum revised
Group Leadership/ Dynamics training - collaborative 'TOT' with live participants to test the new materials.	Making Cents/Emeka				X											TOT on Group Dynamics conducted
Training for selected EAs/ADPs – Group Dynamics.										X	X					
Programed Group Dynamics/ Leadership training for Farmer groups	STTA					X	X	X	X	X	X	X	X			
Review Armajaro's certification training for cocoa farmers, and identify areas of collaboration/ strengthening and how it fits into NAEC	Making Cents/Cocoa value chain manager							X	X	X						
NAEC ToT for Aquaculture	PIND/Emeka	X														
NAEC training for PIND Demo Farmers	PIND/STTA/Emeka					X	X									
NAEC Master Trainer Dev. Workshop	Making Cents						X									NAEC for Aquaculture Master Trainers trained
NAEC training for farmer groups in the South, North, and Middle Belt	STTA						X	X	X	X	X	X				
Round table with Selected Service Providers on Association development and support Strategies	STTA/SP							X	X							
Joint Strategy Meetings with LAPO for ATF/NAEC for Aquaculture program dev.	Finance unit/ Making Cents/STTA	X	X		X	X	X									
Rapid assessment of Aquaculture Groups/ associations in Delta State	PIND/STTA/Emeka	X	X													Associations assessed
Organization Capacity Assessment training for selected service providers in the N/Delta (including detailed assessment of identified aquaculture groups/associations)	PIND/PACT Nigeria/Emeka/STTA					X	X									Service providers trained and assessment conducted.
Identify, map and assess POs and associations working in selected VCs in project States	STTA/SP/Emeka							X	X	X	X					Inventory of potential POs and associations
Rapid assessment of Aquaculture Groups/ associations in Rivers State and another N/ Delta State	PIND/STTA/Emeka							X	X	X						Potential Fish farmer groups/assocs. identified.
Conduct detailed capacity assessment of Selected Fish farmers assoc./Groups	PIND/STTA/Emeka					X	X									
Support Development of three year Strategic/business plan for selected Aquaculture assocs.	PIND/STTA/Emeka											X	X	X		

Government and External Relations Activity Chart

Tasks/Sub-tasks	Responsibilities	O	N	D	J	F	M	A	M	J	J	A	S	Specific date for event/deliverable
		c	o	e	a	e	a	a	a	u	u	u	e	
		t	v	c	n	b	r	r	y	n	l	g	p	
Conclude state selection process in collaboration with USAID and FGN	Godson	X	X											USAID approval obtained
Undertake follow-up meeting with IFAD on field activities harmonization	Godson	X												One meeting held
Identify, list and update status of donor agric. projects in MARKETS' states	Godson	X												List completed
Organize regional harmonization forums for partner states and donor projects in Abuja, Kaduna, Rivers	Godson		X											Meetings held
Undertake monthly dialogue with FMARD Agricultural Transformation Agenda (ATA) on collaboration	Godson	X	X	X										Monthly report shared with management
Harmonize Field Activities with other Agencies														
Engage consultant to work with FDA on mechanization policy	Godson													
Undertake joint field visit with IFAD to finalize collaboration in partner states	Godson					X								Joint field visit held
Organize regional meetings to review collaboration	Godson									X			X	Collaboration reviewed
Support FMARD/Agricultural Transformation Agenda														
Attend monthly briefings at FMARD and report back to MARKETS	Godson					X	X	X	X	X	X	X	X	Monthly reports shared
Support ATA to organize Extension reforms workshop	Godson					X								Extension workshop held
Support NPFS to train 45 SG & FGN officials on Farmer Field School (FFS)	Godson					X								Govt. officials trained
Attend National Council on Agriculture, the highest policy making body in Nigerian agriculture	Godson								X					TBD
Organize workshop to clarify roles of Federal, State, and Local government in VC development.	Godson								X					Workshop on roles held
Support FFD to train 45 govt. officials on fertilizer regulation and enforcement	Godson									X				Govt. officials trained depending on time of law enactment
Monitor Extension reforms in selected states in collaboration with AETA	Godson						X				X			Report of the monitoring visits provided
Support the CAADP process	Godson	X	X	X	X	X	X	X	X	X	X	X	X	Provide limited logistical support to the CAADP Secretariat
Strengthen relationship with partner states														
Organize MD's visit to partner states	Godson				X		X	X		X		X		TBD
Undertake Public Affairs Programs														
Organize press tours on BPO basis	Godson										X	X	X	
Represent MARKETS II at various public meetings that it is invited to	Godson				X	X	X	X	X	X	X	X	X	As occasion demands
Coordinate USAID/external visits to partner sites	Godson													TBD
Participate at Agricultural show events	Godson													TBD
Organize MARKETS partners' day	Godson												X	Partner's day organized.

Livelihood and Nutrition Activity Chart

Tasks/Sub-tasks	Responsibilities	O	N	D	J	F	M	A	M	J	J	A	S	Milestones	
		c	o	e	a	e	a	p	a	J	J	A	S		
		t	v	c	n	b	r	r	y	n	u	l	g	p	
Discuss and develop collaboration plan on Gender and youth groups with Youth in agriculture department of the Ministry of Agric (NAEC for out of school youth).	Bassey /Godson	X	X											NAEC for in school youth developed	
Identify women only groups in Agriculture Value Chain in the targeted States for support	Bassey/regional managers		X		X	X								Youths and women VC groups Identified	
Discuss and develop a partnership with NYSC skills and acquisition department	Bassey				X	X									
Carry out a gender analysis of ICT access and usage by farmers in Nigeria	Bassey														
Train women & youth farmers groups on grant requirements and business case dev.	Bassey/SAF				X	X								10 groups trained	
Organize gender mainstreaming training for MARKETS II staff and subcontractors	Bassey				X	X								Gender Mainstreaming Training for Completed	
Conduct need assessment for vulnerable groups to determine appropriate irrigation support for the homestead farming	Bassey/Felicity					X								Capacity need assessment Completed	
Discuss plan on integration of small holder women farmers with Action Aid Nigeria.	Bassey					X									
Organize training on getting to grants for women groups to enable them prepare fundable proposals to SAF.	Bassey/SAF	X												Trainings completed	
Conduct ToT to Identified local partners and monitor step down modular agro value chain related MEF trainings	Bassey/value chain manager						X	X							
Facilitate women and youth only groups' access to Grants, inputs and linkage to services through the Community based partners.	Bassey/Blessing									X	X				
Conduct a quick censurs of women aqua culture farmers in Abuja	Bassey/Saeed	X								X	X				
Cross Cutting Youth Strategy workshop (1.5 days with senior management team /value chain managers / key local partners (with M&E) that addresses:	Bassey	X												Youth inclusion strategy developed	
Carry out a rapid assessment (based on existing M&E data sets) on the existing levels of youth participation (from M1, BtM2, and M2)	Bassey		X											Cluster assessment report produced	
Carry out mapping to identify existing Youth and Women-specific groups in M2 commodity Value Chain within the Selected states (either those already active in VC activities or those that could become platforms for VC activities).	Bassey / VC Managers	X			X	X								Women and Youth groups trained on Proposal preparation to enable them access grant	
Organize trainings on micro enterprise fundamentals and NAEC for youths as appropriate in the various commodity value chain groups (Agro dealers, contract sprayers, agro processors)	Bassey						X	X	X						

Meet and Work with the National Youth Service Corps to design MEF and NAEC trainings for Youth service corps members	Bassey					X	X	X							X	X	X	1000 Youth Corp members trained
OVC Household Econ. Strengthening	The OVC related activities below are still dependent on the announcement of the recipient of the OVC scale up award																	
Complete adaptation of key technical content of Micro Enterprise Fundamentals curriculum	Bassey	X																
Hold 2 meeting with OVC implementing partners to develop appropriate collaboration plan for HES intervention	Bassey		X															
Facilitate production and delivery of Micro Enterprise Fundamentals curriculum training kits	Bassey			X		X												
Carrying out vulnerable groups livelihood assessment to determine more effective methodologies for identifying appropriate household economic strengthening interventions recommendation to scale-up implementing partners in USAID focal states	Bassey					X												
Document and produce a data base of organizations that previously received HES training			X															
Conduct refresher training for old MEF trainers in each state to provide the household economic strengthening step down training in selected communities.							X	X										
Conduct training of Trainer for the MEF trainers in each state to provide the household economic strengthening step down training in selected communities.				X		X												
Work with PEPFAR implementing partners to develop a short list of likely community-level grant recipients and offer pre loan trainings the homestead farming	Bassey / Making Cents						X											
Facilitate/ conduct of Step down training on micro enterprise and homestead farming for OVC care givers	Bassey/Blessing					X	X	X	X	X	X	X	X	X	X	X	X	
Design and replicate homestead Aqua culture with Care givers in selected states	Bassey/Saeed												X				X	
Monitoring of the step down trainings and provide Mentoring for the groups	Bassey/M and E					X	X	X	X	X	X	X	X	X	X	X	X	
Provide supervisory support to ensure quality delivery and gender compliance	Bassey/M and E																	
Conduct post MEF training impact assessment with OVC care givers	Bassey/M and E														X	X		