



# MARKETS II

**Implementation Plan**

**April 18, 2012 thru April 16, 2017**

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**IMPLEMENTATION PLAN  
APRIL 18, 2012 – APRIL 16, 2017**

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## List of Acronyms

ADP	Agricultural Development Project
AFFAN	Association of Fish Farmers and Aquaculturists of Nigeria
AGRA	Alliance for a Green Revolution in Africa
AMP	Aba Malting Plant
BoA	Bank of Agriculture
BoI	Bank of Industry
BPO	Business Promotion Office
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
CBO	Community-based organization
DCA	Development Credit Authority
DEC	Development Exchange Center
FCT	Federal Capital Territory
FEPSAN	Fertilizers Producers and Suppliers Association of Nigeria
FMARD	Federal Ministry of Agriculture and Rural Development
FMWR	Federal Ministry of Water Resources
FTF	Feed the Future
FVP	Fertilizer Voucher Program
GAIN	Global Alliance for Improving Nutrition
GHAIN	Global HIV/AIDS Initiative Nigeria
GCOML	Grand Cereals and Oil Mills, Ltd.
GMP	Good Manufacturing Practices
GoN	Government of Nigeria
HIV/AIDS	Human Immunodeficiency Virus/Acquired Immune Deficiency Syndrome
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
KRA	Key Result Areas
LAPO	Lift above Poverty Organization
MARKETS	Maximizing Agricultural Revenue and Key Enterprises in Targeted Sites
MoU	Memorandum of Understanding
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
NAIP	National Agricultural Investment Plan
NCRI	National Cereals Research Institute
NGO	Non-governmental Organization
NPAFS	National Program for Agriculture and Food Security
NWRI	National Water Resources Institute

OVCs	Orphans and Vulnerable Children
PEPFAR	President's Emergency Program for AIDS Relief
PIND	Partnership for the Niger Delta
PIR	Project-level Intermediate Results
PMP	Performance Monitoring Plan
RUTF	Ready-to-use therapeutic food
SAF	Strategic Activities Fund
SME	Small and medium enterprise
SO	Strategic Objective
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

## I. Introduction to MARKETS II

Chemonics International and its international partners IFDC, Winrock International, ShoreBank, Making Cents International, and Diamond Development Initiatives (DDI) are pleased to present the Implementation Plan for the Maximizing Agricultural Revenue and Key Enterprises in Targeted Sites (MARKETS) II project. The Implementation Plan covering the period from April 18, 2012 through April 16, 2017 serves, as stated in the project contract, "... as a guide to program implementation, a demonstration of links between activities, strategic objectives and intended results, a basis for budget estimates, the foundation for the monitoring and evaluation plan and a reference for subsequent annual workplans."

This Implementation Plan is the result of collaborative efforts by the technical and administrative teams of MARKETS II, stakeholders and partners. It is 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), by the states selection process, the MARKETS II Gender and Vulnerable Groups Integration Plan, the Government of Nigeria and USAID development priorities, and by programs of donor projects. Our best estimates are used to propose benchmarks for major implementation thresholds. Reaching the MARKETS II objectives requires a degree of program flexibility and adaptation to take advantage of opportunities, collaborative openings, and needed project corrections; the Implementation Plan should therefore be viewed as a "living" road map to be revised when required.

### A. Project Description MARKETS II

The Maximizing Agricultural Revenue and Key Enterprises in Targeted States II (MARKETS II) project seeks to benefit farmers with five hectares or less. MARKETS II builds off seven years of successful programming under the MARKETS and the Bridge to MARKETS 2 projects. It is designed to strengthen agricultural competitiveness and food security in Nigeria by improving livelihoods in selected areas through improved productivity, incomes and food security; increased value-addition; increased commercialization of selected commodities and processed products; increased private sector participation and investment; increased employment; and an improved policy environment.

### B. MARKETS II Objective

The objective of the MARKETS II project is to support the U.S. Government goals and the GON's Five Point Plan particularly with respect to promoting agriculture development through increased private sector participation and investment in the sector, raising income, increasing employment, attaining food security and reducing poverty. The project will build on the successes of its predecessor MARKETS project in addressing constraints along the agricultural commodity value chain, working with farmers to increase production and the quality of produce through improved post-harvest handling, linking farmers and agro-processors, providing incentives to adopt improved technology along the value chain, producing value-added products and identifying new markets.

## C. Implementation Strategy

MARKETS II will draw from experiences gathered from the MARKETS/BtM2 projects, other partners, the Government of Nigeria (GoN), value chain analyses and from its gender integration plan to introduce new activities to facilitate increases in production, forge sustainable linkages as a part of its exit strategy, increase smallholders' access to inputs and finance, generate and deploy innovative technology, and encourage the participation of women and youth.

MARKETS II's activities are guided by our strategic approach:

- Maximize the prior 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). Ramp up and leverage for reach, expand on successes such as the fertilizer voucher program and out-grower activities with a range of Nigerian and international processors, continue to work through others, build new partnerships to develop sustainable buyer-farmer linkages, and foster replication by the Nigerian Federal and state governments, donors, and the private sector. Like the prior projects MARKETS and Bridge to MARKETS, MARKETS II follows a value chain approach “championed” by a lead or leading buyers, commonly agro-processors, to drive market demand. To achieve greater impact MARKETS II, in close collaboration with USAID, will leverage the resources of other donors, international foundations, NGOs, the GoN, state governments, and the private sector and direct those additional resources into demand-driven value chains. Project identification through prefeasibility and feasibility studies will be carried out regularly and lists of potential value chain projects will be on hand both for our own interventions if funds allow, or for these others to consider as their own funds become available.
- Enter every activity with an exit strategy since it is the private sector that should stand on their own as commercially viable enterprises. We will form client and partner relations with producers and the private sector value chain stakeholders, and provide them with technical assistance, equipment, capacity building and market information. MARKETS II's role will be to demonstrate, scale up, and exit when milestones are met. Early on in the relationship we will identify a point when it would be prudent to terminate that relationship and end activities that could be supplied through the market or value chain.
- Develop work programs with states that have clear objectives and that can accomplish those objectives within the life of the project. Areas where cooperation is feasible (extension services, sanitary inspections, etc) will be identified and the relationships formalized.
- Empower Nigerian agriculture by helping develop a Nigerian workforce that understands agriculture, including women, youth and the vulnerable, and puts their skills and knowledge to work to bring success to their households, the sector, and their country. This includes, among others, developing the capacity and understanding of MARKETS II's target populations, private and public sector value chains stakeholders, service providers, and MARKETS II's own staff.

- Continue to provide technical support to the MARKETS/B2M value-chains for the 2012 season. At the same time, the project will explore the opportunities and opportunity costs of (1) entering new value chains and (2) continuing with those from the first season after the 2012 season. Key overall activities have been identified to support the value chain interventions: improve the capacity of producers, their organizations and support services (CLIN 001) and in particular to women's associations and youth; facilitate access to improved seed, fertilizer and other production inputs (CLIN 002); improve the transfer of appropriate technology and methods (CLIN 003); improve water and soil management (CLIN 004); and improve access to financing (CLIN 005).
- Develop a strong communications program about the MARKETS II program--its goals, objectives, strategies, interventions and achievements—to encourage broad participation from primary stakeholders, especially the small producers, agro business and traders; and to encourage collaboration by other donors, international foundations, NGOs, the GoN, state governments, and the private sector
- Employ the MARKETS II's substantial GSF fund (CLIN 6) to execute subcontracts and grants that will move forward the objectives of the project.
- Orient farmers to address environmental issues and assure compliance with relevant local laws and regulations. All MARKETS II activities will conform to the US Federal Regulations regarding environmental impact.
- Treat monitoring and evaluation as key management components. The implementation of the M&E system will involve the entire MARKETS II technical and management team. MARKETS II will also provide training to its contracted service providers and will work closely with the Mission's Monitoring and Evaluation Management Services (MEMS) Contractor. MARKETS II will also coordinate with the national SAKSS office located in the FMARD to establish appropriate indicators and provide them to SAKSS in a timely manner.

### **C1. Value Chain Selection**

For the value chain selection process, criteria comprising economic, social/broad inclusiveness, and feasibility requirements were developed. Based on these criteria, 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 for further analysis; soybean and maize factoring in as key components (sub value chains) of fish feed.

Using teams comprising of MARKETS II staff and local short-term consultants, MARKETS II conducted value chain analyses across the selected value chains. Subsequent validation workshops were also held in Abuja with stakeholders comprising farmers, processors, financial institutions, input dealers and suppliers, government officials, and USAID and MARKETS II staff. This implementation plan builds upon the selected value chains: cassava, aquaculture (with maize and soy), cocoa, sorghum, and rice. Additional information on the selected value chains is found in Annex II.

## C2. State Selection

The states selection process was influenced by our final value chain selections, PIND's priority states, the Federal Government of Nigeria and Ministry of Agriculture's focus states, multiple crop presence, individual state government's commitment to developing agriculture and/or infrastructure, potential partnerships with other organizations, and security dynamics, and potential impact on the target population both within the state and in neighboring areas. The suggested list of states (subject to USAID review and approval) is: Taraba, Kwara, , Ebonyi, Kano, Kaduna, Anambra, Benue, Ondo, Rivers, Cross Rivers, Oyo and Nasarawa states. The proposed states and our selected value chains are shown below:

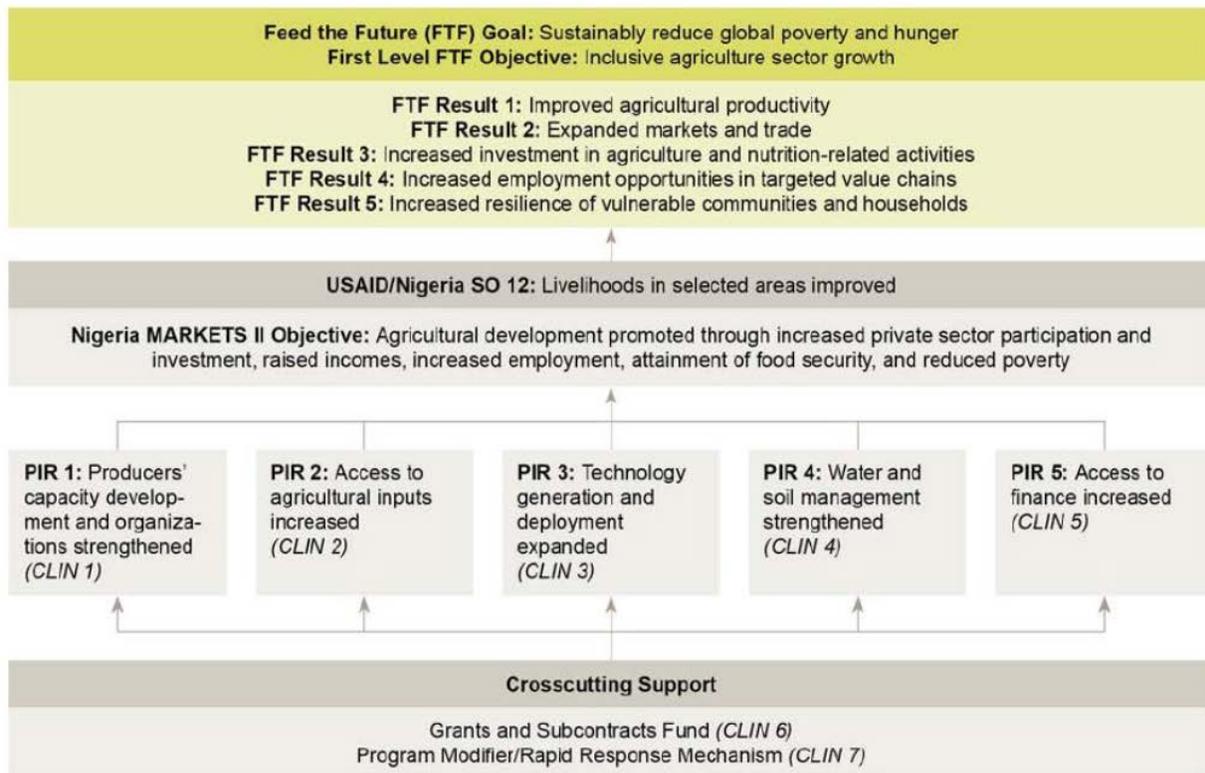
### *Proposed MARKETS II State Selection*

No. (but not in priority order)	States	Value chains				
		Aquaculture	Cassava	Cocoa	Rice	Sorghum
1	Taraba	(soy & maize)	X		X	
2	Kwara	X + (soy & maize)	X		X	X
3	Ebonyi				X	
4	Kano				X	X
5	Kaduna	(soy & maize)				X
6	Anambra	X			X	
7	Benue	X + (soy & maize)	X		X	
8	Ondo	X	X	X		
9	Rivers	X	X			
10	Cross Rivers	X	X	X		
11	Oyo	X + (soy & maize)		X		
12	Nasarawa	X + (soy & maize)	X		X	X
13	FCT	X	X		X	
14	Sokoto				X	
15	Delta	X				

## C3. The Results Framework and Implementation Plan

Activities outlined in this Implementation Plan directly feed into the MARKETS II 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.

## Results Framework



PIR: Project Intermediate Result

## D. Donors, Implementing Partners and Host-country Governments

MARKETS II partners with a consortium of local and international, private and public sector organizations, including USAID and other donor-funded projects. MARKETS II will keep a current inventory of complementary donor activities being implemented in the agricultural growth sector and around the livelihood and nutrition segment (a current list is found in Annex III). Collaborating and leveraging increase impact and sustainability and are essential parts 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. Government of Nigeria

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 agroprocessing 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
- Establishing Marketing Corporations 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).

MARKETS II will strengthen the relationship with the Federal Ministry of Agriculture and its Agricultural Transformation Agenda. We will identify 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 will be frequent. MARKETS II's selection of value chains and states, and our Implementation Plan has taken into consideration FMARD's criteria. Considerable effort will be made to ensure commitment and buy-in from government counterparts.

## **D2. 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 will contribute to PIND's economic development program that aims to generate sustainable economic development for MSMEs in three areas: overcoming communities' constraints to accessing markets; increasing sustainable agricultural development and enhancing food security; and identifying and nurturing technology-driven development opportunities.

MARKETS II will actively liaise and partner with PIND to develop a framework for increasing rural productivity in the Niger Delta. MARKETS II will have value chain activities in two to three Niger Delta states including value chains that PIND will focus on.

## **D3. USAID**

In addition to supporting the U.S. Government goals with respect to the GON's Five Point Plan promoting agriculture development through increased private sector participation and investment in the sector, raising income, increasing employment, attaining food security and reducing poverty and the GONs commitment to the Comprehensive African Agriculture Development Program, MARKETS II will collaborate and support other related USAID projects such as the NEXTT project supporting trade policy, improved transportation corridors and rural access roads; the Nigeria PEPFAR program to improve the nutrition status of the poor and very poor; and with USAID regional projects such as the West African Trade Hub project.

## **CLIN 001: Producers Capacity Development and Organizations**

*Strategy:* Commercial agriculture is impossible without strong, effective POs. As such, we will establish and strengthen POs. Key to our strategy is discerning capacity of different POs, as some have bank accounts and already function well, while others are just a loose farmers groups

with few real activities. MARKETS II assistance will be tailored to needs.

*Resources:* Capacity building of farmer groups and other POs is a team effort. The core management team, in consultation with agribusiness partners, will devise strategies to enhance POs. Supplementing their work, Winrock provides short-term agriculture expertise, while Making Cents will expand and develop new ways to reach vulnerable populations, women, and youth. Our Nigerian subcontractors and grantees will provide extension and training services. Finally, as we know from MARKETS/BtM2, state governments and agro-processors offered tremendous leverage opportunities, particularly in grain buy-back. Main activities include:

*Raise capacity building level project wide:* Building farmer and PO capacity to participate in and profit from value chains remains a core focus of the team. Through MARKETS, the strength of our approach was demonstrated in farmer training through Nigerian Agriculture Enterprise Curriculum (NAEC), MicroEnterprise Fundamentals (MEF) training, and Group Dynamics/Leadership training, often combined with loan support. Results show changes in participant knowledge, skills, and behaviors. Local service providers have risen to the challenge of agronomic trainings like farmer field days, but we observed that they have not always been able to provide POs adequate capacity building services. Accordingly, Making Cents consultants will advise on scaling up training activities in cost-effective ways using local trainers and encouraging farmers to advocate for resources from GON projects and agribusinesses alike to help shift the mindset from “hand outs” to self-reliance. We will develop a map showing location of current and potential service providers and assist both our local subcontractors and other capacity building partners improve skills in training design and delivery. We will ensure that all capacity building efforts are delivered at the highest level of quality and designed to be accessible and relevant to target beneficiaries.

*Provide support to establish and strengthen POs:* Many POs lack the managerial skills required for bulk input supply and marketing. They are faced with high transaction costs due to poor infrastructure; lack of access to credit, markets, and technical information. PO do not generally possess a commercial orientation. As POs are organized, strengthened, and linked to buyers, the emphasis will be on management and governance, as well as training in bulk marketing and input supply, and access to and use of technology, inputs, and finance. Our six local subcontractors will provide training and advisory services using improved training materials and approaches described above. The starting point for materials will be NAEC that provides both financial literacy training and emphasizes the importance of input investments and contingency planning. Support will strengthen PO capacity to develop strong relationships with buyers; this helps facilitate PO and farmer access to credit to purchase improved seed and fertilizer.

*Improve capacity through programs that target small farmers working in selected value chains.* Training of farmers from targeted POs and outgrower schemes will be developed and adapted to farmer needs and buyer requirements. This includes use of improved technologies (e.g., seeds, processing equipment), best practices (e.g., soil and water management techniques), and strategies (e.g., integrated pest management). For example, in cocoa this may include rejuvenation of existing plantations and training farmers in grafting, proper plantation management, and planting. Lead farmers and demonstration plots are vital as they provide leaders and sites for training and observation. We will also assess cluster/block farming potential that entails organizing farmers who have adjacent land, allowing for easy access to groups, visible successes for neighbors, and

mutual support among farmers.

*Partner with government agriculture extension services staff.* ADP extension agents will be assigned to work directly with MARKETS II to provide extension services to project- networked farmers. MOUs with ADPs will be developed and signed as soon as state MOUs are signed. Should ADPs be classified as semi-governmental entities, it may be possible for MARKETS II to sign the MOUs. If not, the team will draft MOUs for USAID. Other potential partnerships include working with GON-FAO national food security program activities and state government initiatives, such as Anambra’s “farmer academies.”

*Provide capacity building to commercial buyers and intermediaries in outgrower scheme management.* We propose establishing an “Outgrower University” late in Year 1 once the project’s compendium of training materials are reviewed, revised, and rolled out. We envision a week-long training for agroprocessor staff focused on best practices and lessons learned in outgrower schemes. Other value chain actors may attend as well, such as intermediaries providing inputs, storage, and transport, as well as GON extension staff and private service providers. The goal is to turn over curriculum and materials to a local training service provider.

*Develop activities to build trust between farmers and buyers.* Nigeria has a low-trust commercial environment for maintaining communications with value chain stakeholders. Yet stakeholders must share the same vision if they are to sustain a competitive value chain. Pricing surveys, conducted in partnership with buyers and farmer groups, have gone a long way to establish trust and ensure that there is understanding of the basis for important pricing decisions. Other ways to support trust building are fostering of the commercial processing stakeholder groups for rice, cassava, and cocoa and efforts with processors in farmers outreach, where new levels of transparency and ownership have been introduced, fostering pride among farmers for high-quality final products.

*Develop comprehensive training program to stimulate inclusion of poor farmers, women, youth and persons with disabilities in targeted value chains.* This activity will be built on the understanding that effectively engaging vulnerable groups in value chains requires building capacity of these groups while also working with other value chain actors to encourage their acceptance. Activity elements are:

- *Capacity assessment and integration plan.* To develop the plan, we will conduct three assessments. Led by the agricultural production team in coordination with the value chain managers, gender and vulnerable groups specialist, and support from Making Cents, once the states are selected, we will review the eight value chains, and known and potential outgrower sites, identifying operational gaps and opportunities for vulnerable population engagement. Opportunities may include production, employment, or entrepreneurial activities. Second, we will assess vulnerable populations’ production capabilities, market and financial access, and existing social and economic support structures. Finally, we will assess relevance of service providers (ADPs, NGOs, CBOs, etc.) to stimulate vulnerable populations’ value chain participation. Assessments will allow the team to develop plans for vulnerable group integration with specialized training in buyback processes or life skills, internships, “first job” training, and mentoring noted in plans.

- *Develop and test curriculum and training.* Depending on needs, we may adapt Making Cents curricula such as Market Opportunities, MEF, and Money Minds training, adapting them in terms of language, terminology, activities, and formats. For example, under BtM2, we produced one-page laminated extension sheets to simplify language and guidance and reach more farmers. We will consider developing agricultural instruction videos, working with young videographers recently trained by PIND. We will then test training materials directly with ultimate training audience: poor farmers, women, and youth.
- *Train trainers.* We will identify training service providers that can provide services through the Grants and Subcontracts Fund. We will review and suggest revisions to their curriculum and then train them on adult learning principles, facilitation techniques, and how to adapt programs to meet vulnerable populations' needs. Making Cents can help service providers focus on issues of concern to rural women and youth, such as skills in household resource management, nutrition, hygiene and food preparation, and household cost-benefit analysis.

## **Business Development Activity Overview**

*Activity objective:* Contribute to achievement of MARKETS II program target through support to agricultural enterprises, association development and capacity building activities. The focus during the project period 2012 - April 2017 will be to:

- Raise the overall level of capacity building approaches and materials project wide,
- Diversify and strengthen the capacity of local service providers, POs and Associations
- Encourage sustainable embedded services
- Facilitate transformation of subsistence farmers to commercial farmers,
- Help expand agro processing and out grower schemes
- Support improvement in knowledge and capacity of farmers, private sector partners and players in selected value chains.
- Expanded mandate – Work in the Niger Delta

*This will involve specifically activities to:*

- Establish and roll out institutional capacity development plans for local service providers.
- Organizational capacity assessments based on USAID OCA tool are ongoing. The outcome will inform roll out of capacity development plans initially for five subcontractors. Based on the preliminary findings, a few generic and targeted organizational development interventions have been included.
- Provide business training/ capacity building.

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.

- Support association development – Identification /mapping of potential groups and associations. A rapid assessment for aquaculture groups /associations will be conducted in Delta State and will be done in at least another Niger Delta state in 2013.

- Other interventions (specific from VC work and opportunistic)
- Trust building in the selected value chains
- Business facilitation and linkages

*Partners:* Partners we will work with under this activity include:

- Existing and new service providers /Subcontractors
- PIND
- Making Cents
- Producer organizations, and
- Other donor projects.

## **CLIN 002: Agricultural Inputs**

### ***Introduction and Activity Overview***

Under MARKETS II we will continue to promote the 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 those markets. We will work with Federal and State governments to build private sector agro input supply chain actors' capacities to sell agro inputs to targeted farmers (including MARKETS II value chain farmers) and develop stronger distribution networks. This could involve using a state level voucher program led by the state; a national voucher program—the Growth Enhancement Support Scheme (GESS) led by the Federal Government; and supporting direct private sector sales to farmers in select MARKETS II states.

Additionally, we will continue developing both the demand and supply of briquetted urea throughout targeted MARKETS II rice growing regions. In 2012-2013, MARKETS II will explore the feasibility and opportunity of working with private sector fertilizer importers/blenders briquetting NPK fertilizer blends to improve fertilizer efficiency and response rates for soy, maize, rice, sorghum, and cassava crops. Additional activity components, including soil sampling and regional agro input association development, will be used in a support role.

Overall, our agro input activities are directed towards enabling targeted farmers to have greater access to high quality inputs via the private sector. At the same time, MARKETS II will continue to explore and identify approaches to increase farmers' effective use of fertilizers, partnering with select private sector agro input suppliers to market agro inputs to targeted rural farmers.

*Activity objective:* The main objective is to develop a competitive, market-led, and sustainable agro input sector supporting MARKETS II farmer producers:

- Continue working with the private sector to develop the supply and demand of briquetted urea for targeted rice farmers;
- Working within agro input companies' business strategies to understand the feasibility and potentially the start of NPK briquetting production and distribution on a trial basis for targeted crop producers (maize, soy, rice);

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

Our focus on developing the supply and demand of briquetting fertilizers improves fertilizer efficiency and crop yields—which will improve farmers’ productivity across MARKETS II value chains. All of these activities will be achieved by providing technical assistance and building the capacity of the agro input stakeholders working in MARKETS II states and across MARKETS II value chains.

*Other International Development Activities addressing similar activities:*

- DFID-funded Propcom Makarfi (follow-on to PropCom) working with Notore Chemicals on 1kg urea packaging and distribution
- FMARD’s Growth Enhancement Support Scheme (GESS)

*Summary Major Milestones:*

- Establishing a working input market (supply and demand) for briquetted urea to rice farming regions in Nigeria;
- Measuring the feasibility of developing the supply and demand for briquetted NPK in Nigeria—and if feasible, developing this market as it will provide a more efficient fertilizer technology for farmers;
- Facilitating the production of mechanical applicators for fertilizer briquettes;
- Developing a model of a credit mechanism for targeted agro input suppliers to provide trade mechanism credit down their value chain to targeted MARKETS II farmers;
- Mapping participating agro input suppliers’ channels and strategies as they relate to MARKETS II activities;
- Signing agreements with indicated agro input suppliers;
- Signing agreements with state and federal government partners on agreed upon activities.

*End of Project Qualitative Results:*

- Ensuring MARKETS II farmers gain access to the most efficient and effective agro inputs in Nigeria at an affordable price via private sector outlets in rural communities;
- Continue encouraging the public sector to disengage from intervening in the agro input sector as it discourages private sector investment while encouraging (and developing the capacity of) the public sector to become a regulator of the sector;
- Transferring knowledge of best practices to targeted agro input dealers supplying agro inputs to MARKETS II farmers;
- Strengthening regional agro input dealer associations to adopt income-generating techniques to encourage their sustainability while developing the services they provide their members.

## **CLIN 003: Technology Generation and Deployment**

*Strategy:* Nigerian agriculture suffers from poorly performing seeds, lack of advanced tools or

mechanization, and lack of capacity to experiment and adopt new technologies. Introduction of appropriate technologies helps farmers improve the quality of their products and reduce post-harvest losses. Our strategy includes introducing new technologies through Nigeria’s official research and development bodies, reducing risk for private sector-led technological breakthroughs, and reaching greater numbers of farmers with existing technologies through private sector incentives. Where necessary, we will use funds from the Grants and Subcontracts Fund on a cost-sharing basis to purchase, distribute, and demonstrate innovative technologies, but will also encourage the private sector in Nigeria and abroad to become active innovators and leverage funding and expertise. Final adoption of technologies will depend on financing of firms, POs, and individuals, and our team will actively seek financing for new technologies through commercial banks and donor and foundation funding. To ramp up information flows, we will look to innovative ICT applications for technology deployment, described in subsection A4.

*Resources.* Activities will be co-led by the business development specialist and agriculture production specialist with support from their teams, and, as needed, short-term Nigerian and international experts for specialized tasks. Deployment efforts will be taken to the field by local subcontractors who will be providing extension, training, and outgrower management services. We will develop formal MOUs or informal relationships with key organizations. Activities are summarized below:

*Develop new technology packages.* We will inventory appropriate technologies by value chain and ensure that we, service providers, and partners take an active role demonstrating technologies at the farmer and processor levels, starting with pilot activities. Following on the success of MARKETS’ POPs, we will craft up-to-date best practices for cultivation of all value chains, focusing on not only the content but the method of delivery. For example, we will investigate promoting a cocoa technology package based on activities in Ghana by Wienco, a Dutch/Ghanaian input supply company that has developed an integrated program of PO development, high-quality inputs, and special cocoa fertilizer on credit. The Cocoa Abrabopa (“cocoa is life”) Association members have achieved 200 percent increases in yields over two years through better and (paid for) training, access to credit and inputs, and traceability, with results independently audited. Wienco has begun operations in Liberia and Sierra Leone and has expressed interest in working with MARKETS II to introduce the approach in Nigeria.

*Support technologies appropriate for vulnerable groups and women.* Attention will be given to technologies that reduce women’s labor burdens in the field or food preparation. We also envision developing technology packages for small-scale fish ponds. For nursery management training (e.g., compost making, sales) support from the Farmer to Farmer program or USDA will be sought.

*Ensure extension service providers are trained in appropriate technologies and transfer.* Extension service providers, whether our local subcontractors, state-level ADPs, or commercial partner extensionists, are critical partners to ensure commercial farming systems. Farmers will be trained in growing techniques using the TOT methodology through lead farmers and demonstration plots to improve product quality and increase access to markets. In sorghum, for example, planting techniques help increase grain size, and larger grain is required for commercialization and purchase by buyers, such as Aba Malting Plant in Abia.

*Support transfer and dissemination of improved varieties and associated technologies to input suppliers, extension services, equipment manufacturers, and credit suppliers.* Under MARKETS/BtM2 new high yielding varieties acceptable to agro processors were successfully introduced. The number of varieties introduced per crop, however, was limited and under MARKETS II further evaluation and testing of existing and released varieties will be undertaken. Under the ECOWAS seed law harmonization regulation adopted in 2009, free trade in seeds and planting materials between member states is allowed, and varieties developed in other countries will be tested as well. Pre-planting technologies will focus on increasing farmer access to higher-performing seeds and fertilizer and training on growing techniques. Approaches include step-down training, lead farmers, demonstration plots, laminated leaflets, and radio.

*Ensure women farmers' technology needs are met.* Men and women are involved in different crops. Women use more hired labor and hired tillage, more chemical fertilizer, but less irrigation. As climate change makes sources of domestic water more uncertain and fuel wood harder to find, more of women's time is drawn into these activities, reducing time spent on productive activities including homestead gardening and non-agricultural, off-farm employment such as fish drying. To increase women's involvement in more productive agriculture that can lift them from poverty and reduce vulnerabilities, we must understand their access to land, agricultural activities, and time devoted; and analyze this information to understand incentives and constraints that have led to choices, using findings from the integration plan in CLIN 1 and BtM2 gender assessment to guide activities.

*Support generation and dissemination of aquaculture technologies.* We will review and update the aquaculture POP and it will be shared with private sector partners, GON extension agents, and other projects, such as the FAO Sustainable Aquaculture Systems in Nigeria project. The aquaculture buyers guide developed under MARKETS will be updated and shared with stakeholders. The team will collaborate with value chain actors to organize training for networked associations on improved fish processing techniques (smoking, filleting etc); water quality management and fish health; and improved hatchery techniques, especially for improving post-larva survival rates. Other methods to reach fish farmers are radio, laminated leaflets, and farmer field days. We will work with aquaculture research institutes and private firms to promote diversification into tilapia culture, specifically, on cage culture of tilapia with industry and tank culture with private fish farms. Finally, we will collaborate with NFFRI and relevant agencies to promote integrated aquaculture, combining growing of fish with poultry or crops, especially in Fadama or irrigated areas. This will reduce production costs and encourage fish farming.

*Support soybean inoculation technology if value chain selected.* Seed inoculation with the right Rhizobium strains can boost yields by 20 to 30 percent. Inoculation, a new tool for Nigeria, is being promoted by the Bill and Melinda Gates Foundation Nitrogen to Africa (N2A) project in Kano. The inoculum used is imported but considering market potential, we can identify opportunities to establish businesses for local production. Potential sources are in South Africa and Zimbabwe, and we will investigate a licensing or franchising model, working with N2A.

## CLIN 004: Water and Soil Management

*Strategy:* Three successive World Bank-funded Fadama Development projects promoting small-scale irrigation have resulted in increased agricultural production and incomes for a significant number of targeted farmers; however due to technology choices that did not sufficiently take into account affordability, larger farmers or those with access to credit have primarily benefited. Many Fadama-distributed pumps are now out of use and the projects failed to create a private sector- driven irrigation service sector. We will take a three-pronged approach under this CLIN. First, we will promote pro-poor technologies that can be produced locally and minimize transaction costs, including drip irrigation equipment, treadle pumps, low-cost tube wells, and catchment basins. We will focus on training local manufacturers in equipment production and marketing, technology promotion that links manufacturers with interested farmers, and equipment quality control to allow more poor farmers to benefit, all the while establishing a sustainable market- driven equipment supply system. Second, we will minimize transaction costs to optimize farmer and PO incomes; irrigation groups may be identical to present water users associations but more likely will be sub-sets with clearly defined business goals and management structures. Finally, we will collaborate with extension services and firms. Extension agents will conduct frequent site visits to ensure farmers have access to useful information and are using appropriate techniques and market-driven production practices. Nigerian subcontractor service providers will identify women agricultural extension staff in target areas in northern Nigeria and mobilize women's POs. Activities include:

*Identify and prioritize high potential irrigation areas.* Area selection criteria will include: presence of existing projects with adequate year-round supply of water for irrigation; a significant cluster of farmers actively involved in the selected commodity production, land is sufficiently available to allow for irrigated crop expansion; adequate and reasonably priced qualified farm labor; and significant equipment (e.g., wide-diameter lined wells, tube wells, cement basins, etc.) and/or working capital investment (e.g., seed, fertilizer, and pesticides) in market gardening. Identification of areas will commence as states are selected, beginning with value chain sites that directly supply our agribusiness partners.

*Identify areas where irrigation is not suitable but where productivity can be substantially increased by moisture-retentive soil management practices.* Such management practices include traditional measures such as contour plowing, ridging, constructing earth bunds and terraces, mulching, multiple cropping, fallowing, and tree planting; and modern reduced tillage that has shown beneficial effects on soil properties. The project will explore promotion of conservation practices, especially minimum tillage. Minimum tillage and no-tillage approaches are effective erosion control measures on coarse- and medium-textured soil with good drainage, conserving not only moisture and soil nutrients but also labor for land preparation, which is a major resource constraint. The correct use of integrated pest management (IPM) and herbicides are key in a successful conservation tillage strategy. CropLife Nigeria will be a strategic partner in this effort and both extension service providers and POs will be trained in these technologies. Additionally, specialized equipment such as vegetation cutters could be locally produced. This technology is beneficial, but given equipment and resource needs, we will first assess practicality in Year 1.

*Develop the market for input and post-harvest technologies.* Our team will support training of metal workers to manufacture treadle pumps and repair low-cost pump equipment. Training will

include selection and use of proper raw materials and equipment; use of previously produced jigs and fixtures; and instruction in pump installation, use, and maintenance. In partnership with manufacturers and local organizations including the Fadama Users Association, we will enhance markets for inputs through on-farm demonstrations, printed materials, and media campaigns. For example, to develop the fertilizer and crop protection product market, we will work with input dealer associations, such as the Kano State Agricultural Input Dealers Association (KASAIIDA) and CropLife Nigeria to enhance their capacity to provide embedded extension services to farmers on input and technology use. To develop a sustainable market for post-harvest technologies, we will promote expansion of local storage capacity and transportation providers through training and assistance. In areas where products may have achieved an attractive processing price, we will facilitate the development of a market for processing technologies, such as tunnel driers, produced by local manufacturers and marketed to POs and farmers.

### **CLIN 005: Access to Credit**

MARKETS II will build upon the earlier conducted feasibility assessment on M-banking done in December 2006 in collaboration with USAID/EGAT Washington and Microfinance access to banking services from Philippines. Under this CLIN there will be stakeholders' engagement with mobile service providers, CBN, Esoko, eTranzact et al in order to identify the most appropriate flat form that farmers can use in making funds transfers and payment for inputs to suppliers and other service providers. Equally, the MFB partners will be engaged to see how that technology will facilitate loan disbursement and or loan repayment thereby reducing the risk inherent in cash movement in the country.

The Esoko Platform can also be used in generating and dissemination of information relating to commodity prices across the country. Currently, Esoko is generating prices from over 1,000 grain markets in Nigeria and sharing that through mobile phones and or website to keep stakeholders abreast of information in the commodity markets including prices. Proposed milestones:

- Initial discussion with Esoko, eTranzact, FMARD (GES), some commercial banks and other private service providers January e2013
- Selection and Developing of implementation agreement with the selected partners (year1)
- Discussion with MFB/MFI partners on the adoption of the plat form for either loan disbursement/or repayment to and by clients (years 1-4)
- Pilot testing of the technology in selected project sites (years 1-2)
- Roll out of successful platform across MARKETS intervention areas (years 2-5)

*Situation:* Inadequate and in many cases lack of access to agricultural financing products and services has been identified as one of the factors that has kept Nigerian agriculture at subsistence level. The Nigerian agricultural sector is grossly underserved by financial institutions that view the sector as being highly risky with high transaction costs compared to the lower risk, lower transaction costs of working in the oil sector. Financial products for the agricultural sector are limited, despite the need for a variety of financial products such as working capital loans, insurance, savings, warehouse receipts, purchase order financing, etc. Based on these challenges, MARKETS II through MARKETS and BtM2 has adopted a strategy to build the capacity of Nigerian financial institutions (commercial banks, Microfinance institutions and banks, agricultural development banks etc) in order to increase knowledge about the agricultural sector

and to develop appropriate risk management strategies which empower them to increase their lending to the rural and agricultural sectors. Under MARKETS and Bridge to MARKETS II, this approach proved to be successful through the brokering of wholesale loans for MFIs and MFBs, risk management training for commercial bank staff, and financial modeling for banks and agribusinesses in the selected value chains.

At the same time, the GON, IFAD, RUFIN and USAID –through its DCA guarantees—have all been working to reduce risk and incentivize financial institutions to expand into the agricultural sector. MARKETS II will continue to leverage opportunities under the various guarantee programs to further encourage financial institutions to lend to the sector. In addition, MARKETS II will focus on providing targeted technical assistance to the commercial banks, including the establishment of dedicated agricultural lending units and development of new financial products with support from subcontractor Shore Bank International. MARKETS II will also partner with the Central Bank of Nigeria’s NIRSAL program. MARKETS II will work closely with NIRSAL and identified commercial banks to help facilitate loans for MARKETS II partners at the agribusiness, input supply, service sector, and farmer levels. Given the emphasis on increasing areas under cultivation, mechanization service providers will have a strong role to play in boosting the levels of commercial agricultural production.

## **CLIN 006: Grant and Subcontract Fund (GSF)**

MARKETS II has a \$10-million Grants and Subcontracts Fund for grants, subcontracts, and special activities with local and international firms that will be used to leverage project activities. The Grants and Subcontracts Fund will play a critical role in delivering support and expanding opportunities for investment. Under the Grants and Subcontracts Fund, \$3.5 million has been set-aside for anticipated subcontracts with five local subcontractor partners who have demonstrated excellence and success in delivering high-quality activities under MARKETS and BtM2. These local firms will work in select value chains, identifying and organizing farmers and training leaders in the local community for high impact and maximum reach in the state.

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 is allocated to yet to be identified 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. The grants program will have dual impact, both supporting MARKETS II in achieving change in target areas and in building the institutional capacity of grantees themselves, to carry on this work in the future. 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.

## CLIN 007: Program Modifier/Rapid Response Mechanism

MARKETS II has allocated \$2,200,000 under its Program Modifier/Rapid Response Mechanism to be able to respond, upon the direction of USAID, to unanticipated events impacting on the achievement of economic development or agriculture sector goals:

- The program modifier gives MARKETS II the capacity to provide short notice technical assistance (within 21 days) or logistics support (within 30 days) in response to unanticipated events and urgent requests that arise in the economic growth or agricultural sector. This surge capacity may be required in any of the subject areas covered by the contract and any subsequent amendments.
- The assistance may include technical assistance, training and/or logistics support for or in behalf of agricultural sector stakeholders and partners requiring critical support for achievement of economic development goals. Activities may include, but are not limited to: sectoral monitoring, analysis and assessments; training or orientation of, and/or promoting dialogue between, agricultural sector stakeholders and partners. Assistance may also include other activities such as preparation of reports; logistical support for time sensitive partner initiatives, communications plans and products, and sub-grants to critical program- related agricultural sector activities to facilitate rapid recovery of the sector in the case of a catastrophic or other unanticipated event.

## External Relations & Capacity Building Activity Overview

*Activity objective:* For MARKETS II to be successful it must work in close cooperation with national and state initiatives in the agricultural sector. MARKETS II efforts under external relations and capacity building will seek to identify opportunities to partner at the state and federal level to support the Government of Nigeria's Agricultural Transformation Agenda (ATA). MARKETS II will build the capacity of key public actors and committees in support for the ATA and MARKETS II objectives in selected value chains. MARKETS II will also pursue a strong communications campaign to demonstrate our partnership with the federal and state governments to achieve key objectives under the ATA.

In the last seven years of operation, MARKETS enjoyed goodwill and a favorable image in the agribusiness community as a result of strong productivity increases, particularly rice. However, the partnership with the federal and state governments has not been as robust. Under MARKETS II USAID/Nigeria is looking for a closer relationship with the public sector at the state level, leading to the eventual support for and buy-in to MARKETS II initiatives. With the introduction of the Agricultural Transformation Agenda, the federal government and certain state governments have reached out to MARKETS II, requesting collaboration in various value chains and activities. This action plan gives MARKETS II opportunity to provide that support. Beyond this, there is need to continually coordinate with other development projects working in the same commodity areas and states as MARKETS II to harmonize programs, leverage investments, and avoid duplication of efforts.

Several activity areas have been identified and provided for:

- In order for MARKETS II to receive the needed support at the field level, its relationship with the states will be strengthened. This commences with the selection of partner states with which USAID will sign memorandum of understanding. In the first year, it will be 10 - 12 states. The criteria for selection include: *Potential:* presence of selected commodities and/or major agro-industrial partners; *FMARD priority:* includes Staple Crop processing Zone or state that produces large amounts of ATA/MARKETS II crops; *Collaboration:* Existence and potential synergies with other

USAID and other donor projects; *Enabling environment*: state level investments in agriculture, and willingness of government to support policy; and *Need* : National Bureau of Statistics poverty index ranking. This will be complemented with a “Value chain without borders” approach which follows the economic corridor.

- To ensure coordination of activities at the field level, regional coordination meetings between partner states, other USAID projects as well as other donor supported projects will meet periodically to harmonize field activities, and avoid undue duplication since many of these programs target the same farmers. Discussion has commenced with IFAD Value Chain program which is working on cassava and rice in four of MARKETS partner states.
- The FMARD’s Agriculture Transformation Agenda needs to be supported. A few capacity building activities will be undertaken to support the Ministry. The extension system needs to be reformed, and it is envisaged that MARKETS II will collaborate with the Ministry to help them develop a multi-faceted extension system. In the first year, support will be given to train 45 state and federal extension staff that will drive the country’s extension delivery system. Follow-on activities will be contingent on the performance of the initial effort.
- One of the challenges facing agricultural productivity is lack of mechanization; and to a large extent it is a function of absence of clear policy directives. The Department of Agriculture in the FMARD has expressed a desire to collaborate with MARKETS II to draft a mechanization policy which will guide the mechanization agenda in the years to come. MARKETS will provide a short term consultant that will work with FMARD to draft the document.
- The ATA requires a clarification of roles of federal, state and local governments in value chain development. In the first year, MARKETS will work with the Ministry to organize a forum to address this. This will be followed up in subsequent years to monitor compliance.
- An Act on fertilizer regulation and enforcement is being crafted by government. MARKETS II, in collaboration with subcontractor IFDC, will work with the Federal Fertilizer Department to build the capacity of the Agriculture ministry at state and federal levels to help them become conversant with the operational modalities of the regulation.
- In order to create a forum for dialogue between MARKETS II partners, it is proposed that once in a growing season, a Partners Day will be held in the last week of the September. This will provide an opportunity to review the challenges of the out-going year and harvest feedback from partners as input into the new MARKETS II year.
- Relationship with the press will be strengthened to enable them understand the programs and joint achievements of MARKETS II and its public and private sector partners, and to report those accurately and positively. To this end, press tours will be organized on an annual basis, particularly when there is much to see in beneficiaries’ fields and at partner processing plants. MARKETS II will seek to highlight the collaboration of public and private sectors in support for the Agricultural Transformation Agenda.

## **Gender and Vulnerable Groups Intervention (PEPFAR/ Nutrition and Livelihood)**

PEPFAR activities: MARKETS II focus in this area is on mitigating the underlying causes of malnutrition at the household level. Nutritional data in Nigeria indicates that OVCs were also 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 focuses training efforts on cross-cutting activities which incorporate improved practices

in household nutrition, hygiene and homestead farming with enterprise development and links them through household asset management and basic cost-benefit analysis modules.

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.

A Master Trainer will train facilitators from 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.

*Crosscutting activities:* To help reduce poverty and hunger in Nigeria and improve beneficiary nutrition, MARKETS II and other stakeholders must accelerate the participation of women, youth, and other vulnerable groups in productive and profitable activities. To do this we must understand the constraints faced by women, youth, and other vulnerable groups which negatively impact production, incomes, and food security. In this respect, MARKETS II will develop and carry out a gender integration plan and implement its recommendations.

*Gender Integration Plan:* The objectives of the integration plan for gender and vulnerable group are to:

- Identify constraints affecting gender, youth, and other vulnerable groups along MARKETS II's selected value chains
- Provide recommendations on how these constraints may be addressed.

Key Activities for Year 1-5:

- Develop Gender and vulnerable groups integration plan/check VC activities against plan
- Discuss and develop collaboration plan on Gender and vulnerable groups with Youth department of the Ministry of Agric.
- Quarterly review of project gender policies and field implementation
- Develop tools and conduct capacity mapping of Household Economic Strengthening service providers for recommendation to Scale-Up implementing partner in selected states
- Conduct Gender mainstreaming training for MARKETS II and sub-contractor staff
- 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.

Annex I: Activity charts							
<b>CLIN 001: Producers' Capacity Devt. &amp; Orgs.</b>	<b>Point Person (s)</b>	<b>Yr1</b>	<b>Yr2</b>	<b>Yr3</b>	<b>Yr4</b>	<b>Yr5</b>	<b>Milestones</b>
Develop integration plan for gender and other vulnerable groups	Bassey	X					Integration plan for gender and other vulnerable groups completed
Identify and carry out capacity assessment of producer organization partners	Emeka/SROs/VCMs	X					Producer organization partners identified and capacity assessment completed
Conduct NAEC, Group Dynamics and Leadership training for all project-assisted POs	Emeka/SROs/VCMs	X	X	X			All project-assisted POs have received NAEC, Group Dynamics & Leadership Training
Conduct post training assessment with representative sample of NAEC beneficiaries	Emeka			X		X	Post training assessment conducted with representative sample of NAEC beneficiaries.
Conduct post training assessment with representative sample of Group Dynamics and Leadership training beneficiaries	Emeka			X		X	Post training assessment conducted with representative sample of Group Dynamics and Leadership training beneficiaries.
Conduct mid-term assessment by technical team on progress against targets, challenges, and successes in program implementation, including recommendations for program approach	Edo/Emeka/SROs/VCMs			X			Mid-term assessment by technical team on progress against targets, challenges, and successes in program implementation, including recommendations for program approach adjustments by value chain completed

adjustments by value chain							
Conduct final assessment by technical team on progress against targets, challenges, lessons learned and successes in program implementation by value chain	Edo/Emeka/SROs/VCMs					X	Final assessment by technical team on progress against targets, challenges, lessons learned and successes in program implementation by value chain completed.
Hold lessons learned conference with stakeholders, beneficiaries, and other donors.	Edo/Emeka/SROs/VCMs			X		X	Lessons learned conference with stakeholders, beneficiaries, and other donors held.

<b>CLIN 002: Access to Agricultural Inputs</b>	<b>Yr1</b>	<b>Yr2</b>	<b>Yr3</b>	<b>Yr4</b>	<b>Yr5</b>	<b>Milestones</b>
<b>Private Sector Fertilizer Development</b>						
Determine the feasibility of briquetting NPK and developing the market (supply and demand) in Nigeria	X					Trial Production and Demonstration of NPK briquettes
In addition to developing a mechanical fertilizer briquette applicator for Nigeria, identify other appropriate fertilizer applicator designs that could be produced by local manufacturers under a grant bid.	X					Develop prototype of briquette applicator appropriate for use in Nigeria
Mapping targeted agro input suppliers distribution channels around MARKETS II value chains and identifying opportunities to strengthen agro input availability via the private sector	X	X				Graphical map and assessment of each value chain's input supply challenges and opportunities
Continue developing briquetted urea input market (supply & demand) in Nigeria	X	X	X	X	X	Briquetted Urea 10kg bags sales reach 30,000, 40,000, and 50,000 units annually. Recording number of rice farmers trained on UDP technology
Identifying approaches and working with agro input dealers and suppliers on improving number of farmer clients (for example, mapping farmers and linking them to private sector partners)	X	X	X	X	X	
Move forward with developing input market for briquetting NPK if feasibility assessment is positive	X	X	X	X	X	TBD unit of sales of briquetted NPK and TBD number of farmers trained.
Building targeted MARKETS II agro input dealers' capacities in rural communities, linking them to trusted agro input suppliers	X	X	X	X	X	Number of Agro Dealers working with MII farmers who are trained on agro dealer curriculum.
Work with agro input suppliers and financial institutional partners on developing a trade-credit mechanism for input suppliers down their supply chains to targeted MII farmers	X	X	X	X	X	Amount of credit leveraged down supply channels to enable agro input product to be available for MII farmers. TBD amount as it will depend on agro input mapping results.
Explore Market Information Systems (MIS) platform feasibility for inputs and output buyers and sellers	X	X				TBD
Collate and Report M&E data on private sector development activities	X	X	X	X	X	
<b>Public Sector Capacity Building</b>						
Identify states where MII will work	X					
Work with state and federal governments on reducing their role as an intervener in the agro input sector while increasing their role as regulators and facilitators in the agro input sector	X	X	X	X	X	Measuring amount of sales and trainings of/by agro dealers participating in the GES program with MII activities.

Work with state and federal stakeholders to build capacities of ADP offices and FMARD departments as it relates to their interaction with farmers and the agro input sector	X	X	X	X	X	Measuring number of ADP extension officers and MOA officers trained by MII and/or linked with private sector activities by MII.
Collate and Report M&E data on GES activities	X	X	X	X	X	
<b>Regional Agro Input Association Development</b>						
Promote and strengthen regional agro-dealer association membership and capacity to deliver services their agro-dealer/members (encouraging and introducing income generating activities; e.g. the seed kiosk establishment)	X	X	X	X	X	Additional income generated by Regional Agro Input Dealer Associations based on technical guidance and collaboration with MII.
Work to establish two additional regional agro-dealer associations in the south-south and south east, totaling 6 regional associations representing the entire country	X	X				Establishment of two additional regional agro input dealer associations (south-south, south-east).
Facilitate the development of a Federation of the 6 regional agro dealers that would represent agro input dealers at a national level		X	X			Establishment of a Federal Association of the regional agro dealer associations.
<b>Soil Fertility Management and Improvement</b>						
Assess soil fertility and management techniques for MARKETS II farmers	X					
Develop best practices training curriculum for soil fertility management based on assessment	X					Curriculum Developed on best practices for soil fertility management
Explore opportunities to work with commercial scale composters (around urban centers)	X	X				TBD
Explore water soluble fertilizers for drip irrigation and vegetable production		X	X	X	X	TBD

<b>Producer Capacity and Association Development</b>	<b>2012</b>	<b>2013</b>	<b>2014</b>	<b>2015</b>	<b>2016</b>	<b>2017</b>	<b>Milestones</b>
Initial Local Partner Institutional Capacity Assessments - 5 Sub-contractors	X						Assessment and capacity building plan completed
Capacity Building program for five (5) Sub contractors/Service Providers		X	X	X			
Identification/selection of new service providers/subcontractors for OCA &D		X	X	X			
Annul OCA review		X	X	X	X		First review of local Cap. Dev. Prog. conducted in 2013
Identify/select local training services providers for 'Out grower University' Initiative		X					Local Training Services partners identified and selected
Develop 'Out grower University Course'		X					Out Grower Training Course developed in 2013
Hold 'out grower university' courses		X	X	X	X		First Out grower course conducted in 2013.
Strengthening Agribusiness curriculum /shared learning in selected institutions		X	X	X	X	X	Partner Institutions Identified and Selected in 2013
Develop and Disseminate Lessons learnt and Materials				X		X	
<b>Business Training/ Cap. Building</b>							
Revision of Group Dynamics Course curriculum.	X						
Training for Farmer group in Group Leadership and Dynamics		X	X	X	X	X	
Post Training Assessment conducted with Representative Sample of Group Dynamics /leadership training beneficiaries		X	X				
Develop/ Adapt NAEC for Aquaculture	X						
Training of trainers- NAEC for Aquaculture	X						
NAEC Master Trainer Dev. Workshop		X					NAEC for Aquaculture Master Trainers trained
Programed NAEC training for Farmer groups		X	X	X	X	X	
Post Training Assessments conducted with representative sample of NAEC beneficiaries.		X	X				
Identification and Assessment of POs and associations working in selected VCs in project States		X		X			Inventory of potential POs and associations etc developed/updated
Document and disseminate lessons learnt				X		X	

<b>CLIN 003: Technology Generation and Deployment</b>	<b>Point Person (s)</b>	<b>Yr1</b>	<b>Yr2</b>	<b>Yr3</b>	<b>Yr 4</b>	<b>Yr 5</b>	<b>Milestones</b>
Discuss, develop and sign/renew MOUs/Implementation Agreements with Agricultural Research Institutions (IITA/IAR, CRIN, NCRI, NIOMR/NFFRI etc) to support technology generation and deployment	Edo/SROs/VCMs	X	X	X	X		MOU/IA signed with relevant agricultural research institutes.
Discuss, develop and sign/renew MOUs/Implementation Agreements with State extension services (ADPs)to support technology dissemination and improved management practices	Edo/SROs/VCMs	X	X	X	X	X	MOU/IA signed with relevant State ADPs
Discuss, develop and sign MOUs/Implementation Agreements with U.S. land-grant universities-led Collaborative Research Support Program (CRSPs) in support of technology generation and adoption	Harvey/Edo	X					MOU/IA signed with CRSPs
Develop appropriate technology packages for all commodities.	Edo/SROs/VCMs	X					Appropriate technologies for all commodities developed.
Pilot testing of technologies developed	Edo/SROs/VCMs		X				Technologies pilot tested
Deployment of appropriate technologies	Edo/SROs/VCMs			X	X	X	Technologies deployed.

<b>CLIN 004: Water and Soil Management</b>	<b>Point Person (s)</b>	<b>Yr1</b>	<b>Yr2</b>	<b>Yr3</b>	<b>Yr4</b>	<b>Yr5</b>	<b>Milestones</b>
Develop and submit EMMP. Monitor and report against the EMMP	Edo		X	X	X	X	Submit EMMP for review
Conduct survey of small-scale irrigation systems in at least two MARKETS II selected states	Edo/Irrigation Specialist	X					Survey of small-scale irrigation systems in at least two MARKETS II selected states conducted.
Discuss and sign MOU with FADAMA III project to collaborate on irrigation	Edo/Irrigation Specialist	X					MOU with FADAMA III project to collaborate on irrigation signed.
Develop soil and water management best practices training materials and package of practices, and incorporate it into MARKETS II	Edo/Irrigation Specialist	X					Soil and water management best practices training materials and package of practices developed, and incorporated into MARKETS II

<b>CLIN 005: Access to Finance</b>	<b>Point Person (s)</b>	<b>Yr1</b>	<b>Yr2</b>	<b>Yr3</b>	<b>Yr4</b>	<b>Yr5</b>	<b>Milestones</b>
Development, renewal and signing of implementation agreements with selected partner financial institutions.	Credit team		X	X	X	X	Implementation agreements signed with at least ten (10) financial institution partners by the first quarter of every year.
Identification, designing and conduct of capacity building programs for selected MFIs/ MFBs partners.	Credit team		X	X	X	X	Two trainings per partner institution to be concluded third quarter of each year.
Expand the mobile banking program introduced for farmers and agro processors to expand outreach	Credit team		X	X	X	X	Continuous
Leverage opportunities with credit guarantee and other fund facilities of DCA, GON, CBN, NIRSAL, IFAD/RUFIN to facilitate agric. lending from commercial banks.	Credit team		X	X	X	X	Continuous
Support MFI's and MFB's to expand agricultural lending and facilitate access to wholesale commercial loans from commercial and or agric. development banks for on lending to farmers and agribusinesses.	Credit team		X	X	X		Each identified MFB/MFI to access at least one wholesale loan from commercial or agric. development bank latest by end of the last quarter in each year.
In conjunction with project value chain staff facilitate lending activities by working with the value chain managers to identify credit needs of all value chain actors and assist in access and transaction/documentation completion.	Credit team		X	X	X	X	Continuous
Joint Loan Recovery visits to networked farmers along with partner lending financial institutions	Credit Team		X	X	X	X	Continuous
Organize farmers and lenders forum s across the regions to share	Credit Team		X	X	X		Conduct at least one forum per region at the end of the

concerns/challenges and experiences with a view to resolving issues on lessons learnt							fourth quarter.
Pre-loan training for proposed loan beneficiaries on benefit of crop insurance, record keeping, group, financial & loan management	Credit team		X	X	X	X	Continuous activity

<b>Government and External Relations</b>	<b>Yr1</b>	<b>Yr2</b>	<b>Yr3</b>	<b>Yr4</b>	<b>Yr5</b>
<b>Strengthen relationship with states</b>					
Conclude state selection process in collaboration with USAID and FGN	X				
Organize signing MOU by USAID & relevant state governments	X				
Renew MOU with partner states		X	X	X	X
Coordinate MD's visit to partner states	X				
<b>Harmonize Field activities with other agencies and partner states</b>					
Undertake follow-up meeting with IFAD on field activities harmonization	X				
Undertake joint field visit with IFAD to finalize collaboration in partner states	X				
Identify other organizations to collaborate with; design mode of collaboration and implement		X	X	X	X
Identify, list and update status of donor agric. projects in MARKETS' partner states	X	X	X	X	X
Organize regional harmonization forums for partner states and donor projects	X				
Organize regional meetings to review collaboration	X	X	X	X	X
<b>Support FMARD/Agricultural Transformation Agenda</b>					
Undertake monthly dialogue with FMARD Agricultural Transformation Agenda (ATA) teams on collaboration	X	X	X	X	X
Support NPFS to train 45 SG & FGN officials on Farmer Field School (FFS)	X				
Engage consultant to work with FDA on mechanization policy	X				
Support ATA to organize Extension reforms workshop	X				
Monitor implementation of Extension reforms in selected states in collaboration with ATA	X	X	X	X	X
Attend National Council on Agriculture, the highest policy making body in Nigerian agriculture	X	X	X	X	X
Organize workshop to clarify roles of federal, state, and local governments in value chain development.	X				
Monitor & review performance of roles of respective layers of governments in value chain development	X	X	X	X	X
In collaboration with IFDC, support FFD to train 45 govt. officials on fertilizer regulation and enforcement	X				
Monitor enforcement of fertilizer regulation by trained government officials	X	X	X	X	X
Monitor Extension reforms in selected states in collaboration with AETA	X	X	X	X	X
Support the CAADP process	X	X	X	X	X
<b>Undertake Public Affairs Programs</b>	X				
Organize press tours on BPO basis	X	X	X	X	X
Represent MARKETS II at various public meetings that it is invited to	X	X	X	X	X
Coordinate USAID/external visits to partner sites	X	X	X	X	X
Participate at Agricultural show events	X	X	X	X	X
Organize MARKETS partners' day	X	X	X	X	X

<b>Livelihood and Nutrition</b>	<b>Point Person (s)</b>	<b>Yr1</b>	<b>Yr2</b>	<b>Yr3</b>	<b>Yr4</b>	<b>Yr5</b>	<b>Milestones</b>
<b>Gender and Youths in Agricultural Value Chain Activities</b>							
Review other vulnerable group Integration plan	Bassey Archibong	X	X	X	X	X	Gender and other vulnerable group Integration plan Finalized and Submitted to USAID
Develop comprehensive training program to stimulate inclusion of poor farmers, women, and youth in targeted value chains. This activity will be built on the understanding that effectively engaging vulnerable groups in value chains requires building capacity of these groups while also working with other value chain actors to encourage their acceptance.	Bassey	X	X	X	X		
Review vulnerable populations' participation in market and financial access	Bassey/Farouk	X	X				
Design NAEC (Agriculture as a business)for in school youths and pilot the activity in 3 state in collaboration with Ministry of Agriculture	Bassey Archibong	X	X				
Scale up NAEC for in school youths to 10 states	Bassey Archibong	X	X	X			Youths and Women Groups in Agriculture VC Identified in the targeted state for intervention.
Train women and youth farmers groups on grant requirements and business case development	Bassey Archibong/SAF	X		X	X	X	
Conduct Gender mainstreaming training for MARKETS II staff	Bassey	X		X	X	X	Gender Mainstreaming Training for Completed
Conduct a midterm gender assessment of MARKETS II project	Bassey/PMU	X		X	X		Capacity Need assessment for Women Farmers and Youth Groups Completed
Work in collaboration with Action AID right to Food unit to hold a national stakeholders meeting to strengthen national association of small holders women farmers Nigeria.	Bassey	X		X	X		
Organize training on getting to grants for women groups to enable them prepare fundable proposals to SAF.	Bassey/SAF	X	X				Women and Youth groups trained on Proposal preparation to enable them access grant
Provide in Camp NAEC/MEF Training to the members of the National Youth Service Corp groups in	Bassey/Relevant VC manager	X	X	X	X		Provided TOT to the Identified local partners that will in turn step down modular agro value

the during orientation camps							chain related MEF trainings to the Identified youth groups in the community
Facilitate access to grants, access to inputs and linkage to services for women and youth farmers.	Bassey/Blessing	X	X	X	X	X	
Work in collaboration with association development specialist to conduct group dynamics training for women and youth farmers groups in Nigeria.	Bassey/ Emeka	X					
Organize NAEC training to women's and youths only farmers who have not benefited from other NAEC training	Bassey/Emeka	X	X	X	X	X	2000 People with Disability trained
Monitor the step down trainings and provide Mentoring for the groups	Bassey	X	X	X	X	X	
<b>People Living With Disabilities</b>							
Hold quarterly review meeting with JONAPWD to monitor PWD involvement in value Chain activities	Bassey	X					
Carry out PWD cluster assessment in 5 additional states to determine scale up PWD participation in value chain activities	Bassey Archibong	X	X	X	X		
Organize a forum discuss potential areas of intervention for people with disabilities	Bassey	X	X	X	X		
Select and recommend qualified members of PWD clusters to Value Chain Managers for engagement in value chain activities		X	X				31500 care givers trained
Conduct MEF, Group Dynamic/Leadership or other relevant peer to peer trainings for the PWD clusters.		X	X	X			
Conduct training on getting to Grants, access to inputs and other linkage services for people with disabilities.		X	X	X	X	X	
<b>OVC Household Econ. Strengthening</b>	<b>Activities expected to be undertaken with the winners of OVC scale-up include:</b>						
Conduct assessment of potential demonstrative micro enterprise appropriate for care givers of OVC care givers	Bassey	X					
Review the wrap around strategy with OVC implementing partners and	Bassey	X	X				

develop appropriate collaboration plan for HES intervention in selected states							
Develop and review other tools to facilitate access to micro finance, groups savings and business engagement	Bassey	X		X			
Conduct capacity assessment of implementing agencies providing HES services to OVC care givers for recommendation to scale-up implementing partners in USAID focal states	Bassey	X	X				
Produce a data base of organizations that previously received HES training		X	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				
Facilitate NGO staff and Caregivers' exchange visit to foster peer to peer learning on micro enterprise and homestead farming for OVC care givers		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	X	X	X	
Work with PEPFAR implementing partners to develop a short list of likely community-level grant recipients and offer pre loan trainings	Bassey	X	X	X			
Facilitates conduct of Step down training on micro enterprise and homestead farming for OVC care givers	Bassey/Blessing	X	X	X			
Design and replicate urban vegetable gardens and small scale irrigation kits		X	X	X	X		
Design and replicate homestead Aqua culture with Care givers in selected states	Bassey/Saeed	X	X	X	X	X	
Design tools and carry out midterm internal assessment of the HES activities	Bassey/M and E	X	X	X	X	X	
Provide supervisory support to ensure quality delivery and gender compliance	Bassey/M and E	X	X				

**CLIN 001: Life of Program Results**

Indicators	Targets					
	Year 1	Year 2	Year 3	Year 4	Year 5	LOP
Food Security Training (Disaggregated)	25000	28000	30,000	39000	32000	160000
Number of Producers organizations, water users associations, trade and business associations, community based organizations (CBOs) receiving USG assistance	4000	4500	5000	6250	5250	25000
Number of Rural households benefiting directing from USG Interventions	144,000	162000	180,000	225000	189,000	900,000
Value of incremental sales (collected at the farm level) attributed to FTF (\$million)	36.2	39.6	44	55	46.2	220
Increased yield of selected commodities (Kg/ha)						
Maize	16%	18%	20%	25%	21%	100%
Rice	20%	18%	20%	25%	21%	100%
Sorghum	8%	9%	10%	13%	10%	50%
Cassava	16%	18%	20%	25%	21%	100%
Aquaculture	10%	10%	10%	10%	10%	50%
Cocoa	10%	10%	10%	10%	10%	50%
Soybeans	10%	10%	10%	10%	10%	50%

**CLIN 003: Technology Development and Deployment.**

Indicators	Targets					
	Year 1	Year 2	Year 3	Year 4	Year 5	LOP
Number of additional hectares under improved technologies or management practices as a result of USG assistance	32000	36000	40000	50000	42000	200000
Number of farmers and other who have applied new technologies or management practices as a result of USG assistance	72000	81000	90000	112500	94500	450000

Number of new technologies or management practices made available for transfer as a result of USG assistance.	4	6	6	8	6	30
Number of new technologies, products or management practices under field testing as a result of USG assistance	2	2	2	2	2	10

#### CLIN 004: Water and Soil Management Results

Indicators	Targets					
	Year 1	Year 2	Year 3	Year 4	Year 5	LOP
Number of farmers adopting soil and water management best practices	3,000	11,000	12,000	10,000	4,000	40,000
Number of hectares under improved irrigation as a result of project intervention (ha)	3,000	8,000	12,000	8,000	4,000	35,000

#### CLIN 005 Life of Program Results

Indicators	Illustrative Targets					
	Year 1	Year 2	Year 3	Year 4	Year 5	LOP
Value of Agricultural and Rural Loans (\$ Million)	4.8	5.4	6	7.7	6.3	30
Number of small holders and agribusinesses receiving commercial loans	8	9	10	12.5	10.5	50

## ANNEX II Selected Value Chains

*1. Cassava value chain*

Cassava is an important household food staple in Nigeria. More than 100 million Nigerians eat cassava-based products at least once a day. Although Nigeria is the world's 1 largest cassava producer, it is not competitive. Cassava is mainly grown by small producers with 1 to 5 hectares of land. In addition, women are highly involved in cassava production and marketing. MARKETS II's value chain analysis has shown that at current yields (10t/ha) and with low use of improved stems and other inputs, cassava production by small holder farmers is a loss making proposition. High farm gate prices for fresh roots make industrial production of High Quality Cassava Starch and cassava flour uncompetitive in the face of imported cassava derivatives from low cost production countries such as Thailand and Vietnam.

MARKETS II estimates that approximately 800,000 farmers or more are involved in cassava production as follows:

Estimated annual cassava production: 40 million tons

Average yield per hectare: 10 tons/hectare

Estimated number of hectares in cassava production: 4 million hectares

Average farm size in cassava production: <5 hectares

Rough estimate of number of Nigerian farmers producing cassava: 800,000 farmers

The Government of Nigeria (GoN) has embarked on an ambitious Agricultural Transformation Agenda (ATA) for Cassava whereby farmers will be clustered around newly (to be) established Staple Crop Processing Centers (SCPC). And, under the Growth Enhancement Support Scheme (GESS), cassava farmers are provided with 2 bags of half-priced 50kg fertilizer and 15 bundles of free, improved stem cuttings.

Experience under MARKETS and BtM2 has shown that with access to improved stems and other inputs plus the adoption of best agronomic practices, small holder farmers can reach yields of 20 plus metric tons (mt) per hectare or more, up from a national average of less than 10 mt/ha.

The production and consumption of cassava processed food products like gari and fufu is steadily growing, partly due to the increasing urbanization and the need for easy to prepare foods.

Deployment of technology in the cassava value chain is very low with only few farmers having access to mechanization services for land preparation increasing the production costs considerably. At the post-harvest and food processing end technologies such as graters, chippers, gari toasters and flash dryers are available as low cost options taking away a lot of the drudgery.

MARKETS II value chain analysis has also shown that there is a disconnect between producers and processors whereby processors complain about the lack of raw materials and producers complain about lack of markets.

MARKETS II interventions in the cassava value chain touches on the following key areas:

- Support to the GoN Agricultural Transformation Agenda by sharing MARKETS and BtM2 methodologies and training modules during the farmer cluster formation process.
- Ensure that MARKETS II farmers benefit directly from GoN support through the GESS.
- Access to inputs, in particular the access to improved stems through sustainable stem production systems.
- Access to finance by linking producer organizations to finance.

- Capacity building of producer and processor organizations by introducing NAEC and other training modules.
- Nutrition by working with food processors on improved processing techniques and food safety issues.
- ICT by developing or integrating the cassava producers and processors into a MIS.
- Gender. Women are heavily involved in cassava production and especially food processing. Deployment and dissemination of available technologies and increased access to mechanization for land preparation time will be freed up for other income generation activities.

## 2. *Cocoa value chain*

Nigeria remains in the top four countries for global cocoa production but yields and quality are low. An estimated 1.4 million Nigerians depend directly or indirectly on cocoa production and processing for their livelihood. Increasing the incomes of cocoa producing families will give them greater income to access food year round.

Low yields and low quality are due to aging plantations, aging producers, lack of access to inputs, soil depletion, and high incidence of diseases and pests.

As more than 90% of all cocoa is destined for the chocolate market, consumers and consumer preferences drive changes in the cocoa value chain. On the one hand consumers are becoming aware of the health benefits of dark/bitter chocolate with high cocoa solids content and on the other hand consumers are raising ethical issues like sustainable cocoa production and the use of child labor. The latter has increased the demand for certification of cocoa either a fair-trade, organic or any of the two other certification schemes currently available that are aimed at making cocoa production more sustainable and reduce the encroachment on natural habitats.

The GoN introduced an ambitious ATA for cocoa which included the distribution of improved cocoa varieties with high yield potential, better disease and pest resistance and desired end user characteristics for rejuvenation of existing cocoa plantations and the establishment of new plantations. At state level, several states (Cross River, Ekiti, Edo, Ondo) have developed plans to set aside vast tracks of land for youth farmers to enter cocoa production.

The European Union and the major biscuit and confectioneries manufacturers have expressed concern about the cocoa quality especially the quality of fermentation of fresh cocoa beans. Fermentation is a key process at farm level which to a large extent determines the final quality/taste of the cocoa powder/butter. Several, industry led, initiatives are underway to address this issue through training of producer organizations and the creation of central fermentation platforms.

MARKETS II interventions in the cocoa value chain touches on the following key areas:

- Support to the GoN ATA for cocoa by working with the GoN on sustainable production and distribution of improved cocoa varieties.
- Capacity building. MARKETS II will work with the major cocoa processors and traders to certify cocoa farmers under internationally accepted certification schemes thereby achieving a more rational use of crop protection chemicals, a better quality product through improved fermentation skills, traceability and improved farmer incomes.
- Youth. MARKETS II will work with the states that are initiating youth in cocoa farming initiatives and support these by introducing NAEC and other relevant training.
- One of the recommendations of the cocoa validation workshop was to work with the relevant government institutions and other projects on the introduction of an agricultural curriculum in

primary and secondary schools in key cocoa producing areas and to encourage the formation of school farmer clubs. MARKETS II intends to pilot this initiative which could be scaled up to include other commodities in the future.

- ICT. The use of GPS is crucial for the certification process and the establishment of traceability schemes.
- Access to finance by linking certified producer organizations to financial institutions.

### **3. Aquaculture value chain**

Nigeria imports fish with an annual value of close to \$ 1 billion. At the same time Nigeria's aquaculture (especially catfish) is growing at an annual rate of 30%.

The GoN has included aquaculture in its Agricultural Transformation Agenda (ATA) with emphasis on local manufacturing of high quality feed, improved brood stock development, introduction of other fish species such as tilapia, and other supportive measures.

Aquaculture can be practiced in many forms, and ponds for catfish production vary from earthen and concrete tanks to plastic or PVC containers holding a few hundred fish at the time. The relative flexibility of production systems make aquaculture very accessible to youth (who often have no access to land) women and vulnerable groups such as people living with disabilities.

Fish feed makes up between 60 percent and 70 percent of the production costs and access to quality fish feed is a serious constraint. For this reason MARKETS II included maize and soybean as "sub-value chains" as local production to replace imported fish feed ingredients.

Most catfish in Nigeria is sold as fresh fish to a trader cartel. Fish farmers generally obtain low farm gate prices due to the uncompetitive structure of the trader cartel. Value addition at farm level like smoking, increase returns for the farmer as s/he can choose different outlets and also can keep the produce for a longer time.

Brood stock selection, the proper production of fingerlings and water quality are other serious constraints in the aquaculture value chain as these affect growth rates and efficient feed conversion.

Aquaculture has fast become an urban and peri-urban farming activity with fish ponds being stocked right in the heart of the major cities. Urban and peri-urban aquaculture has become important income generating opportunities for women and youth and also provide affordable sources of protein for urban populations.

While there has not been census of how many people in cities are engaged in aquaculture, it is likely that there are thousands of small operators in public spaces or backyards. Urban and peri-urban aqua-culturists face the same constraints as their more rural counterparts: access to quality feed and fingerlings. Of particular concern is the treatment of effluent in urban settings especially if there is indiscriminate use of veterinary medicines and antibiotics.

MARKETS II interventions in the aquaculture value chain touches on the following key areas:

- Support to the GoN ATA for aquaculture by giving support in training, association forming etc.
- Women, youth and vulnerable groups. MARKETS II will develop low cost starter kits and training modules as entry point into aquaculture for women, youth and vulnerable people groups.
- ICT. Under MARKETS an aquaculture buyers guide was developed and widely distributed. This guide provides vital sources of information on the availability of quality inputs and equipment. In close collaboration with the Nigerian Catfish Association this guide will be updated and distributed while at the same time it will be developed into a web based application managed by the association.
- Capacity building. The NAEC training was recently adapted for aquaculture and the first Training of Trainers will take place in Delta state and FCT.

- In FCT an inventory will be made of urban and peri-urban fish farmers and an association will be formed that can address constraints such as access to finance and inputs. Technical training including effluent treatment will be included.
- Technology development and dissemination.
- MARKETS II will continue with the training on fish smoking using fuel efficient locally build smoking kilns and also continue association training on packaging, labeling and food safety issues.
- In addition, MARKETS II will work with the public and private sector to develop and introduce cage culture for high value tilapia fish.
- There are apart from soybeans other sources of protein that can replace fishmeal in fish feed production. One promising technology is the production and processing of maggots which contain 42% protein and can be used to fully replace fishmeal. MARKETS II will study maggot production and processing systems in operation in Benin and South Africa and pilot production systems in collaboration with the public and private sector.

#### **4. Soybean value chain**

Fish meal has traditionally been the most important protein source for fish feed manufacturers. However, with the depletion of the world's oceans, fishmeal has become very expensive. Soybean meal is a good alternative as protein source in fish feed for omnivorous fish species such as catfish and constitutes up to 42% by weight.

Although soybean production in Nigeria has expanded over the past decades, there still is an estimated shortfall of 240,000 mt which is partly met by imports of 100,000 mt per annum.

The supply chain for soybeans in Nigeria is underdeveloped with most processors working far below capacity or substituting soybean with groundnuts.

Soybean production, as IITA studies in Benue state have demonstrated, empowers women as they become commercial producers in their own right and increases overall nutritional status in families, especially children under 2, as some of the produce will be used for home consumption. In addition soybeans fix atmospheric nitrogen thereby improving soils.<sup>1</sup>

MARKETS II estimates that over 625,000 farmers are involved in soybean production as follows:

Estimated annual soybean production: 500,000 tons

Average yield per hectare: 800 kgs /hectare

Estimated number of hectares in soybean production: 625,000 hectares

Average farm size in soybean production: <1 hectare

Rough estimate of number of Nigerian farmers producing soybeans: 625,000 farmers

Yields are expected to be 1.5 mt/ha compared to a national average of 800kg/ha.

MARKETS II interventions in the soybean value chain touches on the following key areas:

- Capacity building. Network farmer groups to fish feed producers to improve the supply chain. Increase farmer production capacity in terms of quantity and quality.
- Access to finance. Link producer groups to financial institutions.
- Gender. IITA studies in Benue state have demonstrated that soybean farming allows women smallholder farmers to become commercial producers in their own right.
- Nutrition. Soybean in household diets increase overall nutritional status especially that of infants and children. MARKETS II will facilitate the dissemination of alternative food preparations based on whole grain soybean or soybean derivatives.

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<sup>1</sup> Social Impact of soybean in Nigeria's southern Guinea savanna. Sanginga, P.C. et al. IITA, Ibadan, 1999.

- Soil improvement and technology deployment. MARKETS II will work closely with the Bill and Melinda Gates Foundation- funded N4Africa initiative to facilitate the adoption of soybean inoculants by MARKETS II farmers to improve nitrogen fixation and overall soil health.
- Youth. Soybean production has a relatively low entry threshold and MARKETS II will involve young farmer groups in networking.

## 5. *Maize value chain*

Nigeria produces a lot of maize for household consumption and use in the animal feed industry including fish feed. Yields however are low due to lack of quality seed of improved varieties and lack of access to finance and inputs. In addition the supply chain is poorly developed with feed producers having difficulties in sourcing predictable quantities of raw materials and farmers facing difficulties in finding commercial buyers.

MARKETS II estimates that over one million farmers are involved in maize production as follows:

Estimated annual maize production: 8 million tons

Average yield per hectare: 1.5 ton /hectare

Estimated number of hectares in maize production: 5,330,000 hectares

Average farm size in maize production: <5 hectare

Rough estimate of number of Nigerian farmers producing maize: > 1 million farmers

Yields are expected to reach 3.8 mt/ha compared to a national average of 1.5 mt/ha.

MARKETS II interventions in the maize value chain touch on the following key areas:

- Capacity building. Based on the excellent results obtained with maize producer groups under MARKETS and BtM2, MARKETS II will network maize producers to fish feed manufacturers and improve the supply chain.
- Access to finance. Producer organizations will be linked to financial institutions.
- Technology development and dissemination. MARKETS II will continue the introduction and adoption of new improved varieties and hybrids in close cooperation with the private seed sector. Low cost maize shellers and cleaners will be introduced as well as mechanization for land preparation, fertilizer application etc.
- Gender. Our current maize program covers a substantial amount of female small holder farmers and efforts will be sustained to include women in the maize value chain activities.
- Youth. Shelling and drying of maize is mainly a manual operation which is time consuming and negatively influences grain quality. Low cost maize shellers are available and could form the right technology to involve youth in service provision to communities.
- Soil improvement. Intercropping of maize with soybeans is common practice in many parts of the world whereby maize benefits from the nitrogen fixation ability of soybeans. Intercropping of maize and soybeans will, where appropriate, be incorporated in best practices.
- Climate change. Drought tolerant maize varieties (DTM4A) have been introduced in several African countries as a climate change mitigation measure. These specially developed varieties will yield well under normal conditions but will also yield under conditions of prolonged droughts. Under MARKETS II these new varieties will be demonstrated in areas where maize production is under threat of changes in annual rainfall patterns.

## 6. *Rice value chain*

Nigeria is the largest rice producer in West Africa with the production in 2011/12 expected to be well over 2.5 million tons of milled rice or over 4 million tons of paddy. <sup>2</sup>However, consumption of rice well outstrips local production and Nigeria is expected to import a record breaking 3 million tons (representing a monetary value of close to \$ 1 billion) in 2012/13. <sup>3</sup>

The GoN embarked on an ambitious Agricultural Transformation Agenda (ATA) in 2012 with as main goal Nigeria's self-sufficiency in rice by 2015. To achieve this goal, import tariffs will be raised, about 100 rice mills will be imported and handed to the private sector to operate and farmers will be clustered and trained around these new mills. Full import substitution will require an additional 500,000 hectares to be brought under rice cultivation.

MARKETS II estimates that over 2 million farmers are involved in rice production as follows:

Estimated annual paddy production: 4 million tons

Average yield per hectare: 1 ton /hectare

Estimated number of hectares in rice production: 4 million hectares

Average farm size in rice production: 2 hectares

Rough estimate of number of Nigerian farmers producing rice: 2 million farmers

Rice has been the flagship commodity under MARKETS and BtM2 and we have demonstrated that with the right varieties and good agronomic practices yields can double or triple and the quality, when properly milled, can compete with imported rice from Thailand and Vietnam.

Competing with imported rice means meeting, mainly urban, consumer expectations regarding long grain rice that is odorless, uniform of size and has desired swelling and taste characteristics. To achieve this, the choice of and availability of the right varieties to grow and process is crucial and during our value chain analysis and validation workshop seed availability and seed quality of preferred varieties. To put an additional 500,000 hectares under rice cultivation will require the availability of 30,000 metric tons of certified seed in addition to current demand for quality seed that are not yet met.

Rice cultivation and post-harvest handling are predominantly done manually and very little technology is deployed for tasks such as harvesting, threshing, drying and winnowing. The lack of appropriate technologies especially at post-harvest lowers quality by contamination with sand and stones and consumer rejection and preference for imported rice especially in urban areas.

MARKETS II interventions in the rice value chain touch on the following key areas:

- Support to the GoN ATA for rice by making available tested and trusted MARKETS and BtM2 methodologies and training materials for newly formed producer group clusters.
- Access to finance by linking producer groups to financial institutions.
- Access to inputs through a concerted effort in collaboration with the public and private sector to increase access to high quality seed of the desired varieties and other inputs.
- Technology dissemination by demonstrating available post-harvest technologies for harvesting, threshing, drying, winnowing and par-boiling. In addition MARKETS II will continue the introduction of high yielding varieties with desired end user characteristics.
- Urea Deep Placement technology (UDP) was first introduced by MARKETS in 2010 and is gaining rapid acceptance by reducing urea application cost by 20% and increasing yields. UDP technology introduction will expand under MARKETS II.
- Gender by introducing labor saving technologies in women specific tasks such as threshing, winnowing and parboiling.

<sup>2</sup> Devastating floods in many rice growing areas during the 2012 growing season may well downgrade this forecast.

<sup>3</sup> USDA, GAINS September 2012.

- Youth by organizing youth groups in service provision such as spraying, harvesting and threshing.
- Climate change by introducing flood resistant rice varieties with the desired end user characteristics.

## 7. *Sorghum value chain*

Nigeria is the second largest producer of sorghum in the world. Sorghum is mainly a staple crop in the North and most of the production is consumed at household level. There is an increasing interest in sorghum as raw material for industrial uses such as malt, confectioneries and ethanol production.

The GoN has set ambitious goals in the Agricultural Transformation Agenda (ATA) with a goal to increase sorghum production by one million hectares and the introduction of hybrid sorghum varieties. Industrial uses will be stimulated by the importation of 40 sorghum processing plants while recently a public private partnership deal was signed for an ethanol production facility based on sorghum as raw material.

MARKETS II estimates that over 3.2 million farmers are involved in sorghum production as follows:

Estimated annual sorghum production: 6.4 million tons

Average yield per hectare: 1 ton /hectare

Estimated number of hectares in sorghum production: 6.4 million hectares

Average farm size in sorghum production: 2 hectares

Rough estimate of number of Nigerian farmers producing sorghum: 3.2 million

Sorghum producer organizations are well established and include women and youth associations. MARKETS and BtM2 have a good track record in the sorghum value chain networking farmers to the largest sorghum malting plant in the world and increasing yields at farmer level to twice the national average.

Sorghum cultivation is mainly done manually and very little technology has been introduced either for land preparation, sowing, weed control or control of a devastating root parasite, striga. Although under MARKETS and BtM2 yields of networked farmers have increased to a 2.28 mt/ha level, further yield gains are not possible with existing varieties. Further yield gains will only be possible by deploying hybrid seed technology. MARKETS/BtM2/MARKETS II are part of a consortium further consisting of Nigerian Breweries, ICRISAT, IAR and AGRA to develop hybrid sorghum varieties with yield potentials of up to 5 mt/ha. The first two of these hybrids are nearing commercial release and will be introduced into the value chain in 2013.

MARKETS II interventions in the sorghum value chain touches on the following key areas:

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- Support to the GoN ATA by making available MARKETS and BtM2 proven methodologies and training materials
- Capacity building by increasing the number of producer organizations linked to industrial users of sorghum and providing training in best agricultural practices.
- Access to finance by linking producer organizations to financial institutions.
- Technology development and dissemination by continued support to the hybrid sorghum development consortium towards early commercial release of the first two hybrid sorghum varieties. Continue the MARKETS and BtM2 collaboration with Purdue University and DuPont on the introduction of striga resistant varieties. At the same time appropriate technologies for land preparation, planting and fertilizer application using tractors or animal traction will be introduced.

## Annex III Other Donor Programs

Project Title	Program Description	Geographic Location(s)	Start Date & End Date	Total Allocation	Financing Mechanism	Value Chains	Areas of Support
<b>DFID Nigeria</b>							
PrOpCom	PrOpCom is a Making Markets Work for the Poor (M4P) initiative that was developed to enhance commodity and service market development in Nigeria and contribute to growth in the non-oil sector.	Kano, Zaria & Lagos and federal.	Jan 2003- November, 2011	£17.5m	Technical Assistance, Parallel Funding Investment grants to Private Sector	Soya Rice	Production Value addition Policy Fertilizer Tractor leasing
PrOpCom 2	TBD	TBD	TBD	TBD	TBD	TBD	TBD
RAMP	Rural and Agricultural Markets Programme: At least 500,000 people (50% women) to see an increase in income of 50% in Northern Nigeria. Stimulate an additional £100m of additional public and private investment in agriculture sector.	Northern Nigeria and Federal level	December 2011 to December 2016	£30m	Technical Assistance, Parallel Funding Investment grants to Private Sector	To be decided through market systems analysis.	To be determined through market systems analysis.
Growth and Employment in States – <i>Meat and Leather</i>	To address market system constraints in the meat and leather value chains.	Federal – with office in Kano.	March 2010- March 2015	£7m	Technical Assistance	Meat Leather	Improve animal health and quality – training, feed-finishing. Market development Improve food safety Develop abattoirs

Growth and Employment in States – <i>Wholesale and Retail</i>	A Market development program for the wholesale and retail sector that will create jobs and raise incomes especially for poor people.	Lagos, Kano, Kaduna, Cross River, and federal (Delta states tbd).	April 2012 – April 2017	£20m	Technical Assistance, Challenge funds.	Retail Wholesale	System constraints in wholesale/retail chains – Agriculture will be an important sector. Policy.
Growth and Employment in States – <i>Business Environment</i>	Improving the business environment specifically in land, taxation and investment climate. Fund World Bank Doing Business in states report, and IFC Investment Climate Assessment. Program may tackle issues which affect agricultural investment (such as land)	Kano, Kaduna, Lagos and Cross River, and federal.	July 2010 – July 2015	£17m	Technical Assistance	Land Tax Policy	Support the Government to reform the business environment. Focusing on land and tax administration, and investment promotion
Transforming fertilizer subsidy	Support to transformation of the fertilizer subsidy at request of Minister.	Nationwide	TBD	TBD	TBD	Fertilizer	Possible development of mobile/voucher-payment system.
<b>Food and Agricultural Organization (FAO) of the UN</b>							
Strengthening capacity for land and water management, irrigation development and soil fertility&, evaluation information system in Nigeria.	The aim is to build institutional capacity for managing land and water resources for enhanced agricultural productivity through irrigation development and provision of information on soil nutrients and fertility status of the various agro-ecological zones of the country and to support land use classification and fertilizer use. The programme also directly complements the NPFS activities in soil fertility management and	Selected priority areas	2012 - 2015	300,000	FAO TCP Resources to provide seed money Government of Nigeria	Selected priority staple food crops	Agricultural Production and Capacity Building in soil inventory and analysis.

	irrigation.						
Capacity building in agricultural policy analysis and formulation.	The programme will provide training for national level experts in policy analysis and formulation and develop a critical mass of trainers to build local capacities.	Federal and Selected States' Institutions	2012-2015	300,000	TCP Facility to Provide FAO Technical Expertise Complemented by GoN Resources	Development of Value Chain and Public Private Sector Partnership	Agricultural Policy and Strategic Planning.
Development of sustainable national seed systems for staple food crops in Nigeria.	The overall objective is to strengthen the national seed systems especially for staple food crops to improve the availability of high quality seeds to farmers and provide the foundation for a private sector led sustainable seed industry. The programme will directly complement the current NPFS initiatives and specifically i) improve awareness among farmers of the benefits derived from use of improved seed to increase adoption rates. (ii) strengthen the quality control system and regulation by improving capacity for monitoring, seed field inspection, certification, quality control, seed law enforcement and (iii) strengthen the regional seed testing laboratories	Federal and selected states	2012 - 2015	1,000,000	Jointly through FAO TCP Resources and Government of Nigeria	Rice, maize and sorghum	Policy, Regulatory, Agricultural Production and Capacity Building of Seed Systems.

Strengthening Food Safety and Quality systems in Nigeria	The objective of the project is to assist the country in strengthening its food safety control and quality systems in order to improve access to markets and consumer protection by ensuring the safety and quality of the food supply, for domestic and international markets. The project will (i) strengthen the food hygiene and safety control system and coordination among responsible agencies, (ii) improve surveillance and monitoring in country in production and processing plants as well as at designated entry points.	National and selected states	2012 - 2015	2,500,000	FAO TCP Resources and Government of Nigeria		Policy, Regulatory and Capacity Building Food Safety and Quality Systems Complement current NPFS initiatives
Strengthening national capacities to implement the FAO Code of Conduct for Responsible Fisheries, monitor and reduce illegal unreported and unregulated fishing (IUU)	The objective is to prevent/stop illegal fishing activities such as IUU, poaching and transshipment as well as contribute to achieving sustainable benefits from fisheries in terms of food, employment, recreation, trade and economic well-being for the Nigeria people	Federal and selected priority states	2012 - 2015	500,000	FAO TCP Resources and Government of Nigeria		Policy and regulatory framework
Support for agricultural statistics and food security information system	The overall objective is to strengthen capacity at Federal and State levels for agricultural statistics and routine data systems and develop food security information system for most vulnerable and food insecure states. This will facilitate	Federal level and selected states	2012 - 2015	3,000,000	External resources to be mobilized from donor partners and from states.		Statistics M&E Support to current NPFS initiatives.

	monitoring of progress and impact of agricultural programmes on productivity and economic development as well as provide necessary information to decision makers on actions needed to address food security challenges in drought prone regions.						
Strengthening Agricultural extension Services to Enhance Food Systems Development.	Build capacity for information and technology transfer through use of communication Technologies (ICTs), rural education systems and rolling out of Good Agricultural Practices (GAP) for selected key commodities. The programme will also strengthen the link between the research institutes and the women farmers.	Selected states	2012 - 2015	3,500,000	External resources to be mobilized from donor partners	Priority value chains	Technology Transfer and Extension Service
Support to post harvest handling marketing and storage/warehousing of staple food crops by smallholder farmers.	Strengthening National Agricultural Market information systems and develop farmer capacities on post-harvest handling and storage systems. The programme will also serve to strengthen these components within the NPFS.	Federal and Selected states	2012 - 2015	1,500,000	External resources to be mobilized from donor partners	Priority value chains	Marketing
<b>International Fund for Agricultural Development (IFAD)</b>							
Community-based Agricultural and Rural Development Programme (CBARDP)	The CBARDP aims at improving the livelihoods and living conditions of rural communities and households in Nigeria using the Community-Driven Development (CDD) approach. The programme targets 400,000 rural poor	The seven (7) sahal states in Northern Nigeria, namely: Sokoto, Katsina,	Started in 2003 and closes in 2014	USD 40million	Concessional loan	Commodities of interest to beneficiaries but of high economic value to facilitate poverty	(i) Awareness , Capacity Building (ACB) and local governance improvement to local community, LGC, state, and federal levels; (ii)

	<p>households, with special emphasis on women, youth and vulnerable groups. It is driven by the primary objective of empowering poor rural communities to enable them identify their needs, implement a broad range of agricultural and rural development initiatives, and institutionalize and internalize participatory community driven development (CDD) approach into government policies.</p> <p>The programme has two major components: (i) Awareness and Capacity Building (ACB) at community, LGC, state, interstate and federal levels; (ii) Community Development Fund (CDF) for Community Infrastructure development (CID); Gender and Vulnerable Group Development (GVGD); Rural Enterprise Development and Financial Linkage Support (REDFILS).</p>	<p>Kebbi, Jigawa, Yobe, Zamfara and Borno .The programme covers 207 Village Areas (VAs) in 69 Local Government Areas (LGAs).</p>				<p>alleviation and food security.</p>	<p>Community Infrastructure development (CID); Gender and Vulnerable Group Development (GVGD); Rural Enterprise Development and Financial Linkage Support (REDFILS).</p>
<p>Community-based Natural Resource Management Programme (CBNRMP)</p>	<p>The programme goal is to improve living standard and quality of life of at least 400,000 rural poor households, with emphasis on women and</p>	<p>The Nine (9) Niger Delta States of Nigeria – Abia, Akwa</p>	<p>Started 2005, closes 2013 with possibility</p>	<p>USD 86 million, as follows: USD 15 million from IFAD;</p>	<p>Concessional loan from IFAD</p>	<p>Commodities of interest to beneficiaries but of high economic</p>	<p>(a) Institutional strengthening / Capacity Building, at community, local</p>

	<p>youths in the Nine Niger Delta States through capacity building and enterprise development. It aims at strengthening agricultural production systems, ensuring good management of natural resource and facilitating access to market for targeted value chains among small and medium scale commercial farmers in the nine participating states.</p> <p>The Programme consists of two major components: (a) Institutional strengthening / Capacity Building, at community, Local Government (LG), State, and Federal levels; and (b) Community development fund, to finance commodity development (crops and animals) as well as infrastructure at the community level.</p> <p>Like CBARDP, the programme uses community driven development (CDD) approach to drive implementation.</p>	<p>Ibom, Bayelsa, Cross River, Delta, Edo, Ondo and Rivers</p>	<p>for extension and additional funding</p>	<p>USD 15 from NDDC and USD56 million from Government of Nigeria</p>		<p>value to facilitate poverty alleviation and food security.</p>	<p>government (LG), state, and federal levels; and (b) Commodity development (crops and animals) involving activities along the chains as well as infrastructure at the village level.</p>
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<p>Rural Finance Institution Development Programme (RUFIN)</p>	<p>The objective of the programme is to strengthen Rural Finance Institutions to bring financial services to the poor and facilitate the participation of rural people and their institutions in microfinance policy implementation in Nigeria. The activity is designed to orient policies and work along that line to effect necessary changes and service the agricultural and rural sector effectively, as well as promote sectoral initiatives that could create the necessary conditions for rapid poverty reduction and economic growth. The programme gives priority to the development of target-group member-based rural microfinance institutions (RFIs). The idea is to promote effective participation of the rural poor in rural financial services and begin to solve the historical limited access to finance and working capital by poor rural people. The Programme has two major components namely: 1. Capacity Building &amp;</p>	<p>12 States across the 6 geo-political zones, namely: Akwa Ibom, Imo, Anambra Edo, Lagos, Oyo, Bauchi, Nasarawa, Benue, Adamawa, Katsina and Zamfara</p>	<p>January 2010 to 2017</p>	<p>USD 27 million</p>	<p>Concessional loan from IFAD</p>	<p>Financial credit</p>	<p>Capacity building of financial institutions including MFBs, MBFIs (RFIs and NGOs), and support to policy environment to facilitate credit access by rural people.</p>
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	<p>Technical Support to Bank and Non-bank Micro-finance Institutions: This consists of two sub-components, namely (a) Capacity Building of Bank and non-Bank Financial Institutions; and (b) Promotion of Access to Refinance and Linkage facilities.</p> <p>2. Targeted Development &amp; Strengthening Institutional Environment for Microfinance Development. This consists of three sub-components consisting of the following: (a) Improvement of the policy, legal and institutional framework for cooperatives and RMFI; (b) Implementation support, regulation and supervision of MFB; and (c) Research and documentation of policy dialogue.</p> <p>The programme is being implemented with four participating institutions namely: Central Bank of Nigeria (CBN), National Poverty Eradication Programme (NAPEP), Nigeria Agricultural Cooperative and Rural Development Bank (NACRDB) and Federal</p>						
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	Department of Cooperatives (FDC). Like in all IFAD interventions in Nigeria, the Federal Ministry of Agriculture and Rural Development (through Rural Development Department) is the lead agency in the programme implementation.						
Upcoming Value Chain Support Programme (VCSP)	<p>The programme is aimed at addressing constraining factors in agricultural development through a coordinated smallholder (1-5ha) agricultural commercialization approach which is market-led, demand-driven and which will make smallholders and the private sector key actors in agricultural commodity value chains. Productivity, efficiency, product expansion and in general competitiveness are critical elements that will be addressed at the farm and industrial levels by the programme.</p> <p>It aims at anchoring smallholder agriculture on economic growth and wealth creation, using agriculture to expand economic opportunities,</p>	Anambra, Benue, Ebonyi, Taraba, Niger and Ogun	Proposed to commence in 2012	USD 74 million	Concessional loan from IFAD and grant	Rice and Cassava (and vegetables where possible)	(A) Agricultural Market Development comprising (i) support to value addition and market linkages; and (ii) market infrastructure development (B) Smallholder Productivity enhancement, comprising (i) support to farmer organizations; and (ii) support to smallholder Production

	<p>generate jobs and increase the income and living standard of poor rural commodities in the targeted location.</p> <p>It is completely a private sector driven programme – service providers and producers will drive the process to ensure that production is anchored on demand and market specifications.</p>						
<b>IITA</b>							
<p>Technical Support to PPAS/Nigeria-SAKSS (Strategic Analysis and Knowledge Support System) PJ-154</p>	<p>The overall objective is to contribute to improved use of strategic analysis and knowledge management in policy making in the FMARD. Specifically, ReSAKSS-IITA has contributed to the setting up of the Nigeria-SAKSS and intends to further strengthen it by (a) Providing support in the design of the SAKSS architecture (b) Providing support in designing the TOR of SAKSS secretariat staff (c) providing orientation for the SAKSS secretariat staff and other key ministry staff (d) providing technical assistance in M&amp;E improvement activities including reviews/studies,</p>	Abuja	2011 - 2015	Not yet known (for several years and several countries)	Grant		Policy, capacity building and M&E.

	annual trends and outlook report production and capacity building workshops.						
Encouraging regional trade with hermetic storage for cowpea in West and Central Africa PJ-926	<p>The IITA component of the project has two parts. Part one is about conducting villages demonstrations and collect data on technology performance. Part II is about conduct research to understand adoption patterns and household characteristics that affect adoption.</p> <p>Raise farmers; awareness and adoption of non-chemical storage technology of PICS bags. The project will demonstrate the use of PICS bags in 10000 villages in Nigeria, 1000 villages in Benin and 1000 villages in Togo in 2009. In 2010 demonstrations will take place in Cameroon. The vision is that within five years, 50% of the cowpea stored at the farm-level in West and Central Africa will be appropriately stored with non-chemical, hermetic storage.</p>	Middle-North Nigeria	2008-2012	3,315,073 for 3 countries including Nigeria	Grant	Cowpea	agric. production, marketing, capacity building, M&E

Expanding Export of Sesame seed and Sheanut Butter through improved Capacity building for Public and Private Sector. PJ-928	A Project with overall objective of expanding Nigeria's Food exports of sesame seed and Sheanut/butter through improved SPS capacity building for Private and Public Sector Organizations and improved quality control along the supply chain. The focus of the project will be on developing an effective aflatoxin control system for sesame seeds exports and an effective FFA and impurities control system for shea butter exports. It is however, expected that the quality control system established would provide quality control for all stored cereals and pulses for local consumption and export.	Nigeria (Sesame production states)	2011-2012	25,000	Grant	Sesame and Sheanut	capacity building
Evaluation and Dissemination of Integrated Maize Production Technologies to Enhance Food Security in the Savannas of North-East Nigeria PJ-1159	The objective of the present sub-sub-grant agreement is to provide support to the Coordinating institution for the implementation of the DFID funded CORAF/WECARD competitive project N° /CW/03/01CP/CO/09, entitled "Improvement of maize productivity and dissemination	North East Nigeria	2011-2014	102.405	Grant	Maize	agric. production

	of integrated maize technologies to reduce poverty and food insecurity in the Sudano-Sahelian zone of Cameroon, North-East Nigeria and Chad ".						
Putting Nitrogen Fixation to Work for Smallholder Farmers in Africa (N2Africa) PJ-1181	<p>1: Establish a baseline of the current status of BNF, identify farm enterprises and niches for targeting N<sub>2</sub>-fixing legumes in the impact zones, and establish mechanisms for Monitoring and Evaluation (M&amp;E) and impact assessment.</p> <p>2: Identify and field test multi-purpose legumes (providing food, animal feed, structural materials and high quality residues) for enhanced BNF and integrate improved varieties into farming systems.</p> <p>3: Collect and characterize superior rhizobia strains for enhanced BNF and develop inoculum production capacity in sub-Saharan Africa through collaboration with private sector partners.</p> <p>4: Deliver legumes, inoculants and associated BNF-enhancing technologies to farmers throughout sub-Saharan Africa.</p> <p>5: Develop and strengthen</p>	North Nigeria	2009-2013	2,809,438 for 4 countries, including Nigeria	Grant	Soybean and Cowpea	agric. production

	capacity for BNF research, technology development, and application.						
Enhanced use of IITA forest resources at the IITA Ibadan Campus for conservation, research, and education PJ-1186	To contribute to and improve the protection of tropical rainforests including their unique biodiversity and its genetic resources. It is intended to raise awareness of the need to protect remaining rainforest in the national and international public and to directly contribute to its protection through practical conservation measures applied on a scientific basis.	IITA Campus, Ibadan	2010-2012	160,000	Grant		
Optimizing IITA's support to FADAMA III project in Nigeria PJ-1189	<p>To enhance accessibility of proven agricultural technologies by FADAMA III Project thereby improving the productivity and profitability of agricultural communities across Nigeria.</p> <p>To enhance the availability of appropriate agricultural technologies for the improvement of farm level productivity in the FADAMA III Project</p> <p>To improve the targeting, coordination and integration of zone-led agricultural</p>	Nigeria	2011-2013	200,600	Grant	Maize, Cassava and Yam	agric. production, marketing, policy, capacity building, M&E

	interventions undertaken as part of the FADAMA III Project. To promote linkages with different partners and accelerate the transfer of research outputs to farmers						
Dissemination of maize hybrids to partners to accelerate their adoption by smallholder farmers in West Africa PJ-1259	The goal of this project is to strengthen the capacity of indigenous small and medium-sized seed companies to produce and market good quality seeds of high yielding maize hybrids to farmers in the savannas of five West African countries. To achieve its goal, the project will generate a large number of three way cross and top cross hybrids from existing, stress tolerant, elite maize inbred lines and varieties available at IITA, and evaluate them in replicated trials in multiple locations. Based on the results of these trials, the best candidate hybrids will be selected and multiplied in sufficient quantity for regional trials, which will be dispatched to the NARS as well as small and medium-sized seed companies for further evaluation in their target production zones. The data	Nigeria	2010-2013	535,715 for 5 countries including Nigeria	Grant	Maize	agric. production, marketing, policy, capacity building, M&E

	generated from these trials will form the basis for selecting the most productive hybrids for on farm testing, with active involvement of the NARS, NGOs, extension services, seed companies and farmers. The NARS will compile results of both regional and on farm trials to meet country specific requirements for formal release of the best hybrids in each country. This project will have a duration of three years, is expected to test more than 150 hybrids yearly and, eventually release at least five high yielding hybrids for commercialization in each country.						
Achieving sustainable Striga control for poor farmers in Africa PJ-1305	This project will adapt and intensively promote proven integrated Striga control strategies in two pilot countries, Nigeria and Kenya, with the active participation of farmers, community based organizations, extension workers, policy makers, and researchers. The project will supply parental lines, hybrids and open-pollinated varieties of maize as well as legume trap	Nigeria	2011-2015	6,759,003 for Kenya and Nigeria together	Grant	Maize, soybean and cowpea	agric. production, capacity building

	<p>crops to private seed companies and community-based seed producers for production, distribution and marketing. At the same time, current institutional bottlenecks to effective Striga control will be addressed through strategic capacity development of key players and by developing partnership arrangements driven by private sector and involving farmers and farmer groups. Specifically, private seed companies will be facilitated to be more efficient in delivery of quality Striga-resistant maize and legume (cowpeas, soybean, groundnuts, and Desmodium) seeds. At the same time, technology uptake capacity of farmers will be enhanced through a combination of technology awareness creation and improved skills to ensure appropriate and profitable use of the technologies. Farmers involved in the project will have access to modest short term credits through a revolving fund. A key aspect for the sustainability of the</p>						
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	<p>project is a focus on quality stakeholder involvement and feedback. Project activities will be positioned within national programs at local project sites in order to assure direct end user access to technical information, technologies and global technical expertise that will increase the quality of experiential learning. It is envisaged that, through these interventions, some 300,000 maize farmers and 200,000 cowpea farmers and 15 % of the area under Striga infestation (105, 000 ha under maize and 50, 000 ha under cowpea) in Nigeria and Kenya will be producing 50% higher maize yields (representing additional 650 kg/ha) and 100% higher cowpea yields (additional 500 kg/ha).</p>						
<p>Research Project on Aflatoxin Control in Maize Through Aflatoxin Resistant Maize Variety Breeding And Other Aflatoxin Management</p>	<p>Product development and testing1. Identify maize with resistance to aflatoxin contamination.2. Diversity assessment of maize inbred lines with contrasting levels of resistance to aflatoxin contamination with DNA markers, proteomics and</p>	Nigeria	2011-2014	200,000 for Nigeria and Cote d'Ivoire	Grant	Maize	agric. production

<p>Methods PJ-1322</p>	<p>metabolomics (genetic fingerprinting). 3.Extensive testing of varieties and hybrids with resistance to aflatoxin contamination in collaboration with partners in Nigeria and Côte d’ Ivoire. 4. Evaluate promising maize varieties and hybrids with resistance to aflatoxin contamination in farmer’s fields in collaboration with partners in Nigeria and Côte d’ Ivoire. 5. Determine the synergistic effect of resistant varieties/hybrids with biocontrol in collaboration with partners in Nigeria. 6. Characterize nutrient composition of promising pro-vitamin A enriched maize varieties and hybrids with active involvement of partners in Nigeria and Côte d’ Ivoire II. Promotion of integrated aflatoxin management options7.Sensitizing farmers and consumers on the value and availability of a basket of aflatoxin management options.8.Update and distribute crop and aflatoxin management manuals9.Release of aflatoxin resistant and nutrient enriched</p>						
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	varieties and hybrids in collaboration with partners in Nigeria and Côte d' Ivoire. Sensorial evaluation and assessment of potential industrial application10. Analyze organoleptic properties and sensory evaluation of selected promising varieties and/or hybrids11. Test suitability of promising varieties and/or hybrids for industrial processing into food products						
Development of Biofortified Cassava Varieties PJ-1323	1. Introduce and multiply improved cassava genotypes to Côte d'Ivoire for industrial and food quality characteristics including promising bio-fortified lines. 2. Screen cassava genotypes to determine genetic and metabolomic fingerprint. 3. Nutrient composition and organoleptic properties and sensory evaluation of selected clones. 4. Fast track selection of new biofortified genotypes suited to criteria needed for Nestle products and target agroecological zones of Nigeria and Côte d'Ivoire. 5. International	Nigeria	2011-2014	200,000 for Nigeria and Cote d'Ivoire	Grant	Cassava	agric. production

	collaborative trial (ITC) established in 3 locations in Nigeria for two years.6.International collaborative trial established in 1 location in Côte d'Ivoire.7. Two cassava agronomy field manuals produced for farmers and scientists.8. Harvest period study to establish optimal harvest period for selected clones.9. On-farm trials of selected promising genotypes initiated						
Yam Improvement for Incomes and Food Security in West Africa (YIIFSWA) PJ-1325	Yam ( <i>Dioscorea</i> spp) is very important for millions of resource-limited producers, processors and consumers in West Africa where it plays key roles in food security (as mainstay of at least 60 million people), income generation, and socio-cultural life. The contributions of yam in the sub-region are currently constrained by the limited access to high quality seed yam of appropriate varieties, significant production challenges and high levels of post-harvest losses. Activities will be conducted to address these challenges in the savanna zones of five countries that	Nigeria	2011-2016	12,208,414.00 for 6 countries including Nigeria	Grant	Yam	agric. production, processing, marketing, policy, capacity building, M&E

	produce about 93% of the world's yams (Benin, Côte d'Ivoire, Ghana, Nigeria and Togo) in order to raise incomes of smallholder yam farming families. With a farmer and gender focus in technology assessment and delivery, YIISWA will establish a sustainable system for producing healthy seed yams for smallholder farmers; raise productivity of yam cultivation; develop improved postharvest technologies and seed enterprises; and support market development.						
Nationwide crop pest survey of cashew and oil palm, and establishment of pest free areas for cotton in Katsina state and cocoa in Ondo state PJ-1326	Share responsibility towards the long term conservation of yam genetic resources To determine the phytosanitary/pest status of 2 crops (Cashew and Oil palm) of economic importance in Nigeria and the establishment of Pest Free Areas for cotton and cocoa	Katsina and Ondo	2010-2011	279,648.67	Grant	Yam, Cashew, Oil palm, cotton and cocoa	agric. production
2010 Medium Scale Cash Crop Development Programme PJ-1337	In response to the letter from Federal Ministry of Agriculture and Rural Development. The main objective of the Project is to build the capacity of eight farmer groups in Osun, Abia,	Osun, Abia, Ondo, Edo and Cross Rivers	2011-2012	53,174	Grant	Cocoa	Capacity building

	Ondo, Edo and Cross Rivers States to be able to establish and manage a tree crop nursery and assist the farmers in producing 90000 cocoa seedlings.						
Development and commercialization of biological control of aflatoxins to improve public health, increase trade, augment smallholder income, and enhance food security in Nigeria and Kenya PJ-1399	This project aims to develop and diffuse this cost-effective aflatoxin-management technology together with other aflatoxin mitigation practices that will improve public health, increase agricultural trade, augment smallholder income, and enhance food security throughout sub-Saharan Africa.	Nigeria	2011-2012	1,319,661 for Kenya and Nigeria together			
Community-Based Agricultural and Rural Development (CBARD) Project in Nigeria PJ-1424	To enhance accessibility of proven agricultural technologies by AfDB-CBARD Project thereby improving the productivity and profitability of targeted agricultural communities in selected states of Nigeria.	Nigeria	2011-2012	836,500	Grant	Maize, Cassava, Soybean, Cowpea and Yam	agric. production, capacity building
<b>World Bank, Nigeria</b>							
Fadama III	The project development objective is to increase the incomes of users of rural land and water resources	Federal level, 35 States, and FCT.	March 2009-December,	\$250M	International Development Association	All	Small-scale community infrastructure; Input

	in a sustainable manner.		2011		(IDA) loan		support and advisory services; support to ADPs, sponsored research and on-farm demos; asset acquisition through matching grants for Fadama user groups
Commercial Agriculture Development Project (CADP)	To strengthen agricultural production systems and facilitate access to market for targeted value chains among small and medium scale commercial farmers in the five participating states.	Federal level, Kano, Kaduna, Cross River, Enugu, and Lagos	July 2009-December 2014	\$150M	International Development Association (IDA) loan	Oil palm, cocoa, fruit trees, poultry, aquaculture, dairy, maize and rice	Supporting agricultural production and commercialization through creation of commodity interest groups, provision of agronomic advice/technologies, collaboration with research, training and financial institutions, private sector (IITA, NAFDAC, Commercial Bank, Abuja Commodity and Exchange Commission, Nestle etc.) and rural infrastructure

							(roads, energy)
Rural Access and Mobility Program (RAMP)	To improve road access for rural communities in Kaduna State and improve management of State road network in a sustainable manner	Federal and Kaduna	December 2008-December 2014	\$60M	IDA loan	-	Upgrading, rehab, and maintenance of transport infrastructure
Growth and Employment in States (joint with DFID)	To increase growth and employment in participating states through improving the investment climate (funded by DFID), strengthening industry competitiveness and job creation (IDA+ DFID), and leveraging impact beyond immediate target areas (IDA).	Lagos, Kano, Kaduna, Cross River, and Abuja FCT.	2012 – 2016 (not yet effective)	\$160M	IDA loan + DFID grant	ICT, hospitality, entertainment, wholesale/retail, construction, meat & leather	Improving investment climate to reduce cost of doing business; and increasing competitiveness of strategic clusters.
Regional: West Africa Agricultural Productivity Program (WAAP)	The WAAPP is a program to support the implementation of ECOWAP through the implementation of CAADP's fourth pillar. Thus the development objective of the Program is to contribute to sustained agricultural productivity growth in the ECOWAS region's top priority commodity subsectors. Covers Nigeria, Burkina and Cote d'Ivoire.	Federal + ARC/N	2012-2016 (not yet effective)	\$51M	IDA loan (\$45M) + \$6M grant from Food Price Crisis Response Fund	Aquaculture (Nigeria) + roots and tubers, livestock, rice, maize, sorghum and millet, fruits and vegetables, and oilseeds	Agricultural extension and research; technology diffusion; Regional integration
Irrigation and Water Resources Management Project	To improve the performance of irrigation and water resources infrastructure and institutions	Federal + 2 River Basin Development Authorities in northern Nigeria –	2013 – 2020	\$500M	IDA loan (\$400M) + AFD loan \$100M	-	Support the Government to reform the irrigation and water resources institutions;

		Sokoto-Rima and Jadeija Jama'are (covers Kano, Jigawa, Katsina, Zamfara)					rehabilitation of irrigation infrastructure (about 33000 ha); dam safety and environmental management
Rural Access and Mobility Program - II	To improve transport conditions and bring sustained access to the rural population, through rehabilitating and maintaining key rural transport infrastructure in selected states.	Adamawa, Enugu, Osun and Niger	2012-2016	\$195M+ \$120M in AFD cofinancing	IDA and AFD loans	-	Upgrading and rehabilitation of rural transport infrastructure (500km); community-based routine maintenance for rehabilitated roads, based on microenterprise model in partnership with Fadama project