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NIGERIA EXPANDED TRADE AND TRANSPORT (NEXTT)

QUARTERLY REPORT

OCTOBER 2014 – DECEMBER 2014

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Contract Number: AID-620-C-13-00002

Activity Start Date and End Date: October 11, 2012 to October 11, 2016

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2. PROGRAM OVERVIEW/SUMMARY

Program Name:	Nigeria Expanded Trade and Transport (NEXTT) Program
Activity Start Date and End Date:	Oct. 11, 2012- October 10, 2016
Name of Prime Implementing Partner:	CARANA Corporation
Contract Number:	AID-620-C-13-00002
Name of Subcontractors/ Subawardees:	Crown Agents, Global Cold Chain Alliance, Integra, RBS Consulting
Major Counterpart Organizations	GoN, CMG
Geographic Coverage (cities and or countries)	Nigeria
Reporting Period:	1st' Quarter Y3 – October 01 to December 31, 2014

2.1. Program Description

The United States Agency for International Development (USAID) initiated The Nigeria Expanded Trade and Transport (NEXTT) Project in October 2012 to support the Nigerian Government's efforts to expand trade domestically, within the ECOWAS sub-region and beyond, and improve its efficiency. Trade, particularly in agricultural products, provides inclusive economic growth and the development of Nigeria. Using an integrated approach to trade and transport competitiveness, NEXTT builds upon Government of Nigeria (GoN) and prior USAID efforts, including the Maximizing Agriculture Revenue in Key Enterprise and Target Sites (MARKETS) Project, and the Nigeria Expanded Exports Program (NEEP), to stimulate investment in trade- related infrastructure and services, reform trade policies and procedures, and improve the position of Nigerian firms in global and regional market.

Over the 4-year project lifespan, NEXTT is expected to realize the following outcomes

- \$25 million in new investments in projects along the Lagos – Kano – Jibiya (LAKAJI) Corridor;
- A 30% reduction in transport costs along the LAKAJI corridor;
- Dynamic trade policy coordination mechanisms that integrate public and private sector priorities into a strategic framework for engagement with trading partners;
- Modernization of customs procedures and systems for meeting international standards for agricultural goods; and
- \$30 million in additional exports as a result of more strategic positioning of Nigerian exporters by export promotion institutions and industry groups.

These outcomes are expected to lead to further and lasting impacts in the form of reduced costs and higher quality of food available in the domestic market, as well as jobs and income generation opportunities for people linked to firms exporting goods abroad.

Realizing this vision involves the strategic deployment of NEXTT resources and capacity, leveraging and building the capacity of existing platforms such as the LAKAJI Corridor Management Group (CMG), the Trade Policy Advisory Council (TPAC), the Trade Facilitation Task Force (TFTF), and the National Food Safety Management Committee (NFSMC). NEXTT is sponsoring new initiatives, including the growth of a business development services (BDS) provider network targeting firms in non-oil export industries, and the development of a LAKAJI Agricultural Growth Corridor Initiative that defines and coordinates priority investments in critical agricultural infrastructure, services and other related projects along the corridor.

NEXTT contributes through a combination of analyses (investment/export opportunities, corridor constraints) and direct support (training, expert consulting) to Nigerian partners. NEXTT is building the capacity of Nigerian partners to continue the sort of analysis, training and expert consulting provided by NEXTT experts.

2.2. Summary of Results to Date

Standard Indicators	Baseline	Annual Target	Q1 FY15	Q2 FY15	Q3 FY15	Q4 FY15	Annual Achieved (%)	On Target Y/N
Number of customs harmonization procedures implemented in accordance with internationally accepted standards as a result of U.S. assistance.	0	2	0			-	0%	N
Number of legal, regulatory, or institutional actions taken to improve implementation or compliance with international trade and investment agreements due to support from USG-assisted organizations.	0	2	1				50%	Y
Number of participants in trade and investment environment trainings.	0	80	52				65%	Y
Number of public and private sector standards-setting bodies that have adopted internationally accepted guidelines for standard setting as a result of USG assistance.	0	2	0				0%	N
Number of Capacity-Building Service Providers receiving USG assistance	0	25	0				0%	N
Number of firms receiving capacity building assistance to export	0	150	0				0%	N
Number of firms receiving USG assistance that obtain certification with international quality control, environmental and other process voluntary standards or regulations	0	3	1				33%	Y
Number of trade and investment capacity building diagnostics conducted.	0	1	1				100%	Y
Reduction in the cost to trade goods across borders as a result of U.S. assistance*	0%	15%	0				0%	N
Reduction in the number of days required to trade goods across borders as a result of U.S. assistance*.	0%	15%	0				0%	N
Number of participants in USG supported trade and investment capacity building trainings.	0	80	35				44%	Y

Note: The Results Performance Column depicts level of achievement expressed as a percentage of Actual versus Planned.

*Standard indicators are Feed The Future indicators

3. ACTIVITY IMPLEMENTATION PROGRESS

3.1. Progress Narrative

This quarter, NEXTT made progress toward achieving targets across its three components. Some highlights from the quarter include:

Under Component 1, The LAKAJI Corridor Management Group (LCMG) took major steps forward and achieved several major milestones in its development with NEXTT's hands-on assistance. It named its Board of Directors and held its inaugural Board of Directors meeting. It approved its draft work plan for 2015, formed two board committees, constituted two technical working groups and is planning a Corridor Improvement Summit. It established offices in Abuja (Secretariat) and Lagos (Transport Observatory).

Under Component 2, The Federal Ministry of Industry Trade and Investment (FMITI) finalized the categorization of its Category 'A' commitments under the WTO Trade Facilitation agreement and its notification to the WTO with NEXTT's technical assistance. FMITI also hosted a WTO Trade Facilitation Agreement workshop for the National Trade Facilitation Task Force (TFTF) and other stakeholders with NEXTT's financial support. NEXTT also coordinated the launch of the National Food Safety Implementation Plan, which lays out a detailed action plan for the National Food Safety Management Committee to ensure food safety and quality control measures for agriculture products from the farm to table.

Under Component 3, NEXTT's technical assistance to agribusinesses led to \$525,000 in export sales. NEXTT developed a Cashew Development Strategy with the NEPC, the African Cashew Alliance (ACA) and the National Cashew Association (NCAN). NEXTT assisted Foodpro to secure the prized ACA Quality & Sustainability Seal, an industry-accepted mark that confirms compliance with internationally recognized standards of quality, food safety and social and labor standards. In addition, NEXTT held a Cocoa Investment Summit drawing key stakeholders in the sector.

To work toward greater gender inclusion in the program, NEXTT supported the first annual conference of the African Women's Entrepreneurship Program (AWEP) in Abuja and led a roundtable lunch discussion on agribusiness opportunities for the WimBiz group in Lagos.

3.2. Implementation Status

3.2.1. Component 1: LAKAJI Corridor Improvement

Component 1 strengthens transport corridor governance and development planning, which will support the improvement of transport infrastructure and services along the LAKAJI Corridor, and increase investment in agriculture production and processing. Through support to the LCMG (Task 1), NEXTT

coordinates public and private sector stakeholders' advocacy for corridor improvements, proposing solutions that would reduce transport inefficiencies, monitoring improvements and facilitating new private sector investment in the infrastructure of the corridor.

In the first quarter, LCMG took major steps forward; it named its Board of Directors and held its inaugural Board of Directors meeting. It approved its draft work plan for 2015, formed two board committees, constituted two technical working groups and is planning a Corridor Improvement Summit. It established offices in Abuja (Secretariat) and Lagos (Transport Observatory) for which NEXTT is providing an Acting Executive Secretary.

NEXTT worked with several agribusiness firms to further their investments in the corridor. NEXTT provided assistance to Proserlog, Fruits and Veggies Global, Ltd, Collins Food Bank Ltd., and Etega Livings Holistic Pest Management Services towards investments along the corridor.

TASK 1: PROVIDE TECHNICAL CAPACITY AND SUPPORT TO THE LAKAJI TRANSPORT CORRIDOR MANAGEMENT GROUP (LCMG)

Hosting of the Annual General Meeting (AGM) of the LCMG

NEXTT hosted the LCMG's AGM in its Lagos office on the 12th December 2014. The AGM was attended by most of the registered members of the LCMG. Roland Oroh presented a goodwill message on behalf of USAID|NIGERIA. The consensus at the AGM were as follows:

- The LCMG should define strategies that would make it known with a clear definition of the purpose of its existence.
- It should secure the buy-in of big industrialists/investors such as Dantata Group and Dangote Group.
- It should leverage the experiences of West Africa and other world trade corridors.
- Communication to relevant stakeholders should reflect the language they understand.
- There is a need for "czars" at high levels in the private and public sectors as committed leadership is crucial to the success of the Corridor.
- The Nigerian Shippers Council (a member of the Board) as an interim economic regulator of the ports should ascertain the relevance of the costs and quality of services being provided by the various ports concessionaires. It should seek to determine the impact ports operation has on impact trade facilitation.
- Invitations should be made to persons and organizations that will add value to the mission and vision of the organization during the membership drive.



LCMG AGM



LCMG Board Meeting

The Board of Directors include:

1. Mike Jukwe, Chairman representing the Council for the Regulation of Freight Forwarding in Nigeria (CRFFN).
2. Engr. (Dr.) Emeka Agbasi, Member representing Federal Roads Maintenance Agency (FERMA).
3. Mrs. Dabney Shall-Holma, Member representing Nigerian Shippers Council (NSC).
4. Ken Ukaoha, Member representing National Association of Nigerian Traders (NANTS).
5. Barrister Emmanuel Gowon, Member representing National Association of Road Transport Owners (NARTO).

The Board met later in the day to approve its draft work plan. It constituted two permanent board committees: Communication and Membership. Two technical working groups were formed as well: the Transport and Logistics Working Group and the Enabling Environment Working Group. These working groups will drive the implementation of the work plan. The Board also constituted a temporary committee to spearhead the organization of the LAKAJI Corridor Improvement Summit slated for the end of March, 2015

Establishment of a Secretariat for the LCMG

LCMG established secretariat offices in Abuja and Lagos in a cost sharing arrangement with NEXTT. NEXTT has contributed office space in its building in Abuja to house the main Secretariat. In the interim, NEXTT's LAKAJI Corridor Development Manager is the Acting Executive Secretary of the Organization. Other NEXTT staff is providing support as well, particularly the Communication Specialist.

The Council for the Regulation of Freight Forwarding in Nigeria (CRFFN) has contributed a two-room office from its offices in Lagos intended to house the Transport Observatory (part of NEXTT's Q2 efforts), and has pledged to staff the office with one person who is to be trained by NEXTT on transport data collection and analysis. NEXTT is encouraging LCMG to take advantage of its legal status to establish relationships with a wider range of donors for sustainability.

Development of a Work Plan and Action Plan to Institute Corridor Improvements

The Board of LCMG adopted a work plan proposed by NEXTT at the inaugural Board Meeting. The work plan covers:

- Operationalization of the LCMG Secretariat
- Collaboration with Federal and State Governments
- Corridor Performance Monitoring
- Corridor Performance Improvement
- Collaboration for Regional Transport Facilitation

Other decisions taken include:

- 27th and 28th January 2015 were approved for the training of the LCMG Team that would embark on the corridor performance monitoring.
- The Board directed The Secretariat produce the LCMG letterhead, newsletter, and design of the website.
- The Board appointed Ecobank PLC as the banker for the LCMG. The Council for the Regulation of Freight Forwarding in Nigeria (CRFFN) deposited 100,000 Naira to open the account.
- LCMG will host the LAKAJI Corridor Improvement Summit the last week of March 2015. The Board constituted a planning committee for the Summit with a Terms of Reference.
- LCMG will request the Centre for International Private Enterprises (CIPE) to provide assistance in developing a database of prospective stakeholders as part of the membership expansion drive strategy.

Signing Memoranda of Understanding with Corridor States' Governments

The Memorandum of Understanding (MOU) for Oyo state is now ready for signature, which will bring the total number of signed MOUs with the Corridor States to five. NEXTT held a meeting in Ibadan on the 10th of December 2014 with Oyo State Corridor Working Group Members, the State's Ministries of Justice, Trade, Investment and Cooperatives including the Special Adviser to the Governor on Trade. The State is currently planning for a signing ceremony that would feature the Governor before the end of Q2.

TASK 2: LAKAJI AGRICULTURAL GROWTH CORRIDOR INITIATIVE

NEXTT facilitates and coordinates investments in processing, aggregation and related infrastructure in targeted clusters on the LAKAJI Corridor. Ramping up trade and processing activity along the Corridor will depend heavily on investment in logistic services, as well as hard and soft infrastructure that link the production and processing areas in the foods industries with each other through the main truck route.

Facilitating Agribusiness Investments along the Corridor

NEXTT made connections with several new firms this quarter. NEXTT staff are actively working with these firms to identify opportunities for support and collaboration; these include the following.

- Fruits and Veggies Global, Ltd. and Collins Food Bank, Ltd. expressed their intent to invest in cold storage facilities along the Corridor in a bid to meet the rising demand for quality fruits and vegetables. This was as a result of meetings held with the CEOs of these organizations who also expressed interest in joining the LCMG. NEXTT connected Collins Food Bank with the concessionary credit window of Crown Agents to facilitate financing for this investment.
- Proserlog, a multi-skilled professional firm providing services in the transportation sector along the Corridor, is planning to invest in the cold chain along the Corridor. NEXTT connected it with the Global Chain Alliance.
- NEXTT connected Etega Livings Holistic Pest Management Services to a UK-based organic pesticide company so that the two businesses can work together to offer non-toxic solutions for the eradication of pests in agribusiness production along the Corridor. The UK-based company was also seeking a partner in Nigeria to manufacture organic pesticides.

3.2.2. Component 2: Trade Policy and Trade Facilitation

Component 2 of the NEXTT project strengthens trade policy and facilitates improvements in the country's trading environment in support of Nigeria's non-oil export sectors. The objective is to create an inclusive system of trade policy formulation, and implementation through capacity building for public and private institutions to drive trade facilitation and competitiveness in Nigeria. Activities implemented under this component align the formulation, coordination and implementation of trade policies, regulatory frameworks and facilitation services in ways that maximize market-driven competitiveness, support expanded trade, investments and job opportunities.

During the 1st Quarter, FMITI finalized its categorization of its Category 'A' commitments under the WTO Trade Facilitation agreement and notified the WTO with NEXTT's technical assistance. FMITI also hosted a capacity building workshop for the TFTF and other stakeholders with NEXTT's financial assistance on the WTO Trade Facilitation Agreement and its implementation at national level from 21 to 22 October 2014.

NEXTT coordinated the launch of the National Food Safety Implementation Plan, funded by FAO. The Implementation Plan lays out detailed action plan for the National Food Safety Management Committee to ensure food safety and quality control measures for agriculture products from the farm to table. The inauguration of the National Food Safety Management Committee is now set for the 28th of January 2015.

TASK 1: CAPACITY BUILDING FOR TRADE POLICY FORMULATION AND IMPLEMENTATION

Support to the Trade Facilitation Task Force (TFTF)

A key milestone that was set for Nigeria, along with other WTO members, post-2013 in Bali was the categorization of its commitments under the recently adopted WTO Trade Facilitation Agreement (TFA). In Quarter 1, NEXTT collaborated with FMITI and the International Trade Centre (ITC) to support a Workshop to finalize the categorization of Nigeria's Category 'A' commitments under the TFA. The Workshop was attended by experts on trade facilitation as well as members of the TFTF.



Participants at the TFA Workshop

The Workshop, which held from October 21 to October 22, 2014, developed the Task Force members' knowledge on latest trade facilitation measures and practices, while also preparing them for an envisaged implementation of the WTO TFA. The workshop also provided a platform for experts from UNCTAD and the ITC to advise the Task Force on the establishment, functioning and strengthening of a National Trade Facilitation Committee as contemplated under the Trade Facilitation Agreement.

Following the outcome of the workshop, the GON notified its Category 'A' commitments to the WTO through communication WT/PCTF/N/NGA/11, dated November 7, 2014. The approval puts Nigeria in a position to take advantage of the WTO Trade Facilitation Agreement, which creates a binding



Participants at the TFA Workshop

commitment across WTO member countries to expedite the movement, release and clearance of goods, once it comes into force. This is a significant indication of the USG commitment to help Nigeria comply with international trade obligations.

Explaining the implication and benefits of Nigeria's commitment in Category 'A', the Hon. Minister of Trade said: "if well implemented, it is expected to bring about one per cent reduction in trade cost globally. [...] It will lead to about \$40 billion

increase in revenue. This is expected to lead to about 15 per cent reduction in the cost of trade."

¹ This communication is publicly available at the WTO website.

Strengthening National Trade Policy Coordination

During the quarter, the GON finalized its review of its trade policy as a key strategy to improve the overall trade policy environment, including facilitating trade. NEXTT articulated a close-out roadmap for the 3+ year review of the trade policy document. As part of the roadmap, NEXTT participated in a development partners' analysis of both the draft trade policy and draft trade strategy documents, teasing out issues requiring priority review. With the acceptance of the close-out roadmap by the FMITI, its implementation progressed with a final validation of both the trade policy and trade strategy documents by stakeholders in a workshop held from November 27 to 28, 2014. NEXTT ensured that through this workshop FMITI will continue to get development partners' assistance in strengthening the trade policy formulation mechanism, with input from relevant public and private stakeholders. A consultant synchronized the two documents in December, particularly against the backdrop of some of the issues raised by development partners. It is expected that Federal Executive Council of the GON will approve the documents shortly.

NEXTT participated in the special panel on the EU-West Africa Economic Partnership Agreement (EPA) hosted by the Annual Conference of the Nigerian Economic Society on November 13, 2014. Presenting a paper on the “*Legal and Legislative Processes of the EPA: Implications for Nigeria*”, NEXTT guided the panel discussions with the overall objective of equipping policy makers and other stakeholders present, including FMITI representatives and ENFP/TPAC members, with credible analysis upon which to make policy recommendations to the GON regarding the signing and implementation of the EPA by Nigeria.

TASK 2: SUPPORT CUSTOMS MODERNIZATION

The Post Clearance Audit (PCA) and Risk Management (RM) units of the National Customs Service (NCS) endorsed NEXTT recommendations with slight amendments. Prior to the quarter, NEXTT completed and submitted four strategic reports on NCS operations, including on PCA, Authorized Economic Operators (AEO), RM, and HQ Policy and Procedures to the Service's Comptroller-General at the end of Year 2. The project is working with NCS Senior Management Team to get approval for implementation of the recommendations in the 4 reports. Despite the delay in the enactment of the new CEMA by the Nigerian Legislature, aspects of the reports modernization NCS operations should be implemented.

TASK 3: PROVIDE INSTITUTIONAL CAPACITY BUILDING ON STANDARDS INFRASTRUCTURE FOR FOOD AND AGRICULTURAL PRODUCTS TRADE

The outbreak of the Ebola Virus Disease, among other things, encouraged the GON to reassess some of its priorities, particularly issues of health and food safety. Working with its partners, the USDA and FAO, NEXTT took advantage of this new commitment the GON to push through some long-planned initiatives, including the launch of the National Food Safety Implementation Plan and launch of the National Food Safety Management Committee.

Launch of National Food Safety Implementation Plan:

During Quarter 1, NEXTT coordinated a joint donor participation in the launch of the National Food Safety Implementation Plan on November 24, 2014. Funded by NEXTT's strategic partner, FAO, the launch was the first joint activity by donors in the Food Safety sector since NEXTT began coordinating

their activity. The Implementation Plan lays out detailed action plan for the National Food Safety Management Committee in the pursuance of its mandate of ensuring food safety and quality control measures for agriculture products from the farm to table. Overall, the National Food Safety Implementation Plan is expected to help align national food safety practices and standards with international standards.

While the inauguration of the National Food Safety Management Committee was deferred twice as a result of interagency disputes, it is now set to for the 28th of January 2015. NEXTT is prepared to proceed with its capacity building programs for the Committee. NEXTT will be working with the Committee to ensure effective compliance-related capacity is built to meet goals of food safety, income generation and poverty reduction in Nigeria.

Strengthening Stakeholders' Coordination:

NEXTT participated at the Annual Conference of the Nigerian Institute of Food Science from October 13 to 15, 2014 in an effort to shape the views and disposition of stakeholders in the food safety sector, including the academic, civil society and practitioners on current practices in food safety, management of value chain and agriculture trade exports. NEXTT raised stakeholders' awareness on the need to cooperate with the GON in the institutionalization global standards for food safety and agriculture trade in Nigeria. The Conference sought to articulate ways to manage food value chains in ways that will result in wealth creation and food security in Nigeria.

3.2.3. Component 3: Business Expansion and Export Support

During the quarter, NEXTT developed a cashew development strategy in partnership with the NEPC, the ACA and the NCAN. NEXTT provided technical assistance to cashew processors Esteema Diamonds and Foodpro, which earned the ACA's quality seal. NEXTT hosted a major cocoa event for public and private stakeholders, which may lead to pilot projects and a cocoa alliance in Nigeria.

Develop Export Development Strategy for One Value Chain

NEXTT partnered with the NEPC, the ACA and the NCAN to prepare a cashew strategy at a stakeholder forum on October 8th, 2014. 46 participants representing private and public stakeholder interests in the cashew industry convened to validate NEPC's export development strategy for Nigerian cashew. The event is a major milestone in NEXTT's engagement with the GoN to deliver a model export strategy in the cashew value chain. This will help diversify export earnings, reduce poverty and empower rural women.



ACA MD Roger Brou, NEPC ED/CEO Mr. Olusegun Awolowo and NEXTT Chief of Party Alf Monaghan

Mr. Olusegun Awolowo, the Chief Executive Officer of NEPC was the meeting's Chief Guest. NEXTT presented a marketing overview and launched the workshop. Mr. Roger Brou, ACA's Managing Director, presented the ACA platform and shared his insights on cashew potential and future opportunities. Mr. Christian Dahm, a consultant provided by NEXTT, formed cashew stakeholders into working groups to devise a strategy. The event was also attended by 25 participants representing the following groups; cashew processors and traders, National Cashew Association of Nigeria (NCAN), NEXTT, USAID, NEPC, Kwara State Government, and the ACA team. The working groups presented major issues in the cashew industry and intervention priority areas to incorporate an incentive scheme for new

investors. The groups agreed on parallel improvisation actions on raw seed quality and cashew processing incentives and further incorporation into the cashew strategy with support from NEPC.

The workshop had five themes: (1) Quality Standards and Technical Capacity Building, (2) Private Sector Development, (3) Processing Incentive Administration, (4) Market Information Systems, and (5) Farmer Training and Input Distribution. The result was an actionable 12-month work plan. Participants agreed on a twin-track strategy focused on promoting both raw cashew nuts and processed kernels exports and identified short-term priorities for the launch of the strategy.

Developed with the support of NEXTT, the strategy addresses bottlenecks and proposes the following goals:

- Improve the business environment for the Nigerian cashew industry, through implementation of timely and transparent export and processing incentives.
- Promote Nigerian cashew nuts and kernels in the international market.
- Provide capacity-building for Nigerian firms on technical issues, food safety and quality standards.
- Enhance the transparency of the Nigerian cashew industry by developing a market information system.
- Improve the quality of raw cashew nuts.

Building sustainability of program initiative, the event also witnessed the signing of an MOU between NEXTT and NCAN for the provision of technical support that will strengthen the Association's advocacy capacities. Other outcomes included a strong ownership and



Olusegun Awolowo and NEXTT Chief of Party Alf Monaghan

engagement by all participants, including the NEPC's senior management team (notably the CEO), an agreement that NEPC would join ACA as a board member and commitment of a dedicated NEPC budget to implement the strategy.

Creating trading opportunities for Nigerian Cashew

ACA Business Advisor Sunil Dahiya provided training to cashew processors Esteema Diamonds and Foodpro under a cost-share arrangement between NEXTT and the ACA. This training, the second in a series of engagements between ACA and the firm, developed Esteema Diamond's management team's contract processing capacity and the production team's understanding of export standards, quality assessment, pre-shipment inspections and safety measures. The training, attended by 6 section supervisors and 4 controllers, also addressed best manufacturing practices, quality control (along with AFI grading standards), and batch/contract processing concepts. These trainings seek to integrate the firm into the supply chain of larger processors and other end users (roasters). NEXTT introduced the firm to ACA's social-economic development financiers, i.e. ResponsAbility, Root Capital, and Acumen Funds to expand the sources of finance available to secure working capital requirements.

Mid-size processor Foodpro recently shipped another 40-foot container of vacuum-packed cashew kernels to UK trading company VoiceVale. Foodpro received NEXTT technical assistance to improve the level of compliance with international quality and food safety standards at its facility in Ilorin, Kwara State, and to scale up production from 750 TPA to 10,000 TPA. The shipment, valued at US\$140,000 is the third in a series of shipments made to buyers since NEXTT's engagement with the firm early in 2014. NEXTT assisted the firm to secure the prized ACA Quality & Sustainability Seal, an industry-accepted mark that confirms compliance with internationally recognized standards of quality, food safety and social and labor standards, including the requirements of the US Food Safety Modernization Act. NEXTT Cashew Consultant and Foodpro Executives will participate in the Peanut and Tree Nut Processors Association (PTNPA) Convention in San Diego California in Q2 to build buyer confidence in the market leaders to buy Nigerian Cashew Kernels.



Valency International reported \$53,000 of sales attributable to NEXTT market intelligence and linkages support received in Q1. NEXTT provided pricing data for deliveries to Rotterdam and introduced Valency to Intersnack, Europe's largest retailer. Additional work was ongoing to share the company's product samples with Kraft's Foods, one of the world's largest buyers of cashew kernels.

NEXTT continued to strengthen Raw Cashew Nut trading operations with buyer linkages and

technical assistance building a brand around premium quality nuts. NEXTT, with partners NCAN and NEPC, set up buyer-seller meetings in Vietnam and in Dubai for eight exporters of Nigeria cashew early in Q2. This activity, identified in the NEPC Cashew Export Development Strategy to create market linkages between Nigerian cashew exporters and major industry buyers, is expected to facilitate exports of close to 100,000 Metric Tons of the 2015 raw cashew nuts crop.

New cashew entrepreneur Selema Farms benefited from project linkages made to ACA to commence initial discussions, and technical inputs towards the establishment of a US\$3m cashew kernel processing unit in Kwara State. The firm is also participating in buyer-seller meetings in Vietnam to identify partners and strengthen its RCN trading operations. Through these interventions NEXTT is guiding new agribusiness investment onto the LAKAJI Corridor.

Developing the Nigeria Cocoa Value Chain

Global demand for cocoa is rising faster than cocoa can be produced. Consumers in emerging economies such as China and India have developed a taste for chocolate, and many can now afford the luxury. Cocoa consumption in developed economies is also up, with consumers demanding dark chocolate with upwards of 70% cocoa content. With this rise in demand, international buyers predict a potential cocoa shortage by 2020, which has already contributed to cocoa prices rising 25% in the past year.

In Y2 NEXTT conducted a mapping of Nigeria's cocoa value chain to identify opportunities for improved competitiveness. The project engaged the major international players to gauge interest in expanding investment in Nigerian cocoa. The result was the identification of potential models for cocoa development that NEXTT is poised to support. This initial mapping indicated that there is an immediate need for significant investment in new trees, as well as improved pruning of existing trees, to maximize productivity over the long-term. Innovative financing and technical assistance models are required to support new plant growth, and strategies are required to ensure that land is utilized more efficiently to support more profitable cocoa farm operations. NEXTT also found that industry players, as well as federal and state government actors are prepared to invest in industry improvements.

NEXTT hosted the Nigerian Cocoa Investment Summit on in partnership with MARKETS II, the Sustainable Trade Initiative (IDH), Olam International, and the African Export-Import Bank December 8th in Lagos. The Summit drew 58 participants representing a significant cross section of the Nigerian cocoa sector. Speakers at the event included the US Consul General of Lagos, Jeffrey Hawkins, NEPC ED/CEO Mr. Olusegun Awolowo, and the Federal Ministry of Agriculture and Rural Development (FMARD) through its Cocoa Value Chain Development team lead, Dr. Peter Aikpokpodion. The Summit brought together researchers, producers, investors, buyers and policy makers to kick-start discussions on the investments and reforms needed to boost production and reposition Nigeria on the regional and international cocoa markets. Participants agreed that Nigeria has huge potential to benefit from the increasing global demand for cocoa but stressed that it can only be done by improving planting methods and materials, introducing new technologies, moving towards large-scale farming, and establishing stronger linkages with end-buyers.

NEXTT has proposed a strategy for sector development that addresses GN sector objectives of increasing cocoa production to 500,000 metric tons by 2015 and 1 million tons by 2018, 25% of which is further processed in Nigeria. The strategy proposes approaches to overcome obstacles to achieving the overall objectives:

- Financing and technology that enable small-scale farmers to expand to a minimum of 5 hectares of highly productive cocoa. This would include investment and financing can be mobilized from private sources in Nigeria and internationally.
- Initiatives to promote larger nucleus farms that introduce improved technologies and offer services (inputs, planting material, financing, technical extension) on a commercially sustainable basis to smaller out growers.
- Approaches to cost effectively aggregate and deliver a platform of services for SME.
- The nature of government's intervention.
- Promoting an industry platform - Cocoa Alliance - that brings together key stakeholders in the value chain can be an effective way of addressing cross-cutting issues.
- Specific objectives and initiatives for NEXTT support.

Under the strategy, NEXTT, in coordination with MARKETS II and other value chain stakeholders, will catalyze the first 2-3 pilot investment projects that test and demonstrate new ways of structuring cocoa production and its links to markets, technology and capital. It will also facilitate stakeholder-led initiatives to improve the policy and regulatory environment and the emergence of crosscutting services conducive to investment and revitalization of the value chain. NEXTT's target in Q2 is to help 2-3 projects reach the proof of concept stage.

Shea VC Development

This quarter, Salid Agriculture, a new shea trader to its trading operations in Nigeria exported a total of \$67,000 of shea. NEXTT identified two haulage firms to support Salid grow its business and transport shea. The firm also benefited from networking opportunities arising from the GSA's Annual Conference *Industry Unites* in Abidjan, Ivory Coast, an event co-sponsored by NEXTT, securing a contract to supply 500mt of shea to an international processor in Lome, Togo.

Salid anticipates engaging 100,000 women Niger, Kano and Kebbi States. Activities are initially concentrated in Bida, New Bussa & Mokwa area of Niger State working with women groups previously trained by GIZ NEXTT will support group formation and training of the women's cooperatives as part of a tripartite MOU with DFID Propcom as the firm begins to expand along the corridor. The planned investment is estimated at \$20m with about \$1m so far committed to land acquisition, preparation of business plans warehousing and other pre-investment activities. NEXTT seeks to facilitate Salid's investment by assisting the firm secure the necessary financing or providing technical assistance.

Exportation from NEXTT client firms

Jon Tudy Interbiz reported \$265,000 in exports attributable to training received from the NEXTT project in Y2. Working through NEXTT partners GCCA, Jon Tudy received assistance to identify appropriate food preservation technologies to improve safety standards. Based on that training, they secured a distributor contract from Nestle Nigeria trading these and its own branded products across borders.

3.3. Implementation Challenges

NEXTT main challenges have been delays such as those of the inauguration of the National Food Safety Management Committee. The inauguration was rescheduled twice during the quarter due to inter-ministerial agency conflicts. On each occasion, NEXTT was prepared for both the inauguration and the capacity building follow-up for members of the committee. In NEXTT's largely public sector work, requiring inter-ministerial collaboration, delays are often a factor that challenges the implementation of our work plan.

The inability of Quick Projects Limited and Finders Consulting Limited, the two NEXTT supported BDS providers, to convert a growing pipeline of opportunities to funded transactions impacted the team's ability to meet agreed performance indicators in Y2. In Y3 Q2, the project will re-launch its BDS program and build linkages with the Bank of Industry who has developed an extensive BDS program.

Insecurity as a result of insurgency in the Northeast Region of the country became stronger thereby constraining accessibility to the area and other areas in the Northern part of Nigeria. Visits aimed at achieving quick results were limited especially in these areas.

3.4. M&E Plan Update

In the Quarter, USAID conducted a performance monitoring visit of NEXTT activities. The visit provided the opportunity to have face-to-face interactions with eleven NEXTT clients to determine areas in which NEXTT has done well, areas that needed improvement and client satisfaction and concerns. This trip also served to verify the integrity of data collected from the field previously and determined whether Y2 activities are in line with the work plan.

From November 11th through 13th, NEXTT staff participated in a Data Analysis Reporting and Use workshop organized by the USAID Monitoring and Evaluation Management Services (MEMS). The workshop promoted common techniques used to analyze quantitative and qualitative data sets and gain familiarity with common data analysis tools available to analyze different types of data sets.

4. INTEGRATION OF CROSSCUTTING ISSUES AND USAID FORWARD PRIORITIES

4.1. Gender Equality and Female Empowerment

During the Quarter, NEXTT prioritized gender equality and female empowerment in its activities. NEXTT supported first annual conference of the African Women's Entrepreneurship Program (AWEP)

held in Abuja on October 21st' 2014. NEXTT made a presentation on the LAKAJI Corridor, introducing the participants to support services available through Business Development Service (BDS) providers and investment opportunities along LAKAJI corridor to the conference attended by over 150 women.

NEXTT added to its investment pipeline through participation in WIMBIZ conference held in Lagos early November 2014, and by following up with lead female-owned or managed businesses on LAKAJI Corridor. Two promising firms that were added to the LAKAJI Corridor investment pipeline are as follows



AWEP 1st National Conference & Exhibition

- Proserlog, a multi-skilled professional firm providing services in the transportation sector. Proserlog currently has a fleet of twenty trucks providing logistics services from Lagos to the northern part of the Nigeria for companies such as Nestle Foods, Cadbury, Promassidor, Unilever and Shoprite. The company is interested in cold chain investments along the corridor and NEXTT's facilitation role will be explored through the Global Cold Chain Alliance.
- Etega Livings' Holistic Pest Management Services. The company is now interested in the agricultural space and offers non-toxic solutions for the eradication of pests. NEXTT has linked Etega Livings up with Agropharm, a UK organic pesticide company in search of a partner in Nigeria to manufacture organic pesticides for agribusinesses. Both of these companies, along with many others at the WIMBIZ and Agro-Innovate conference, have expressed an interest in joining the LAKAJI CMG. The team will follow up with them as a part of the LCMG private sector recruitment drive.

WIMBIZ members were so pleased with NEXTT participation that NEXTT staff were invited to present at WIMBIZ's next round table lunch. More than 30 women in business attended the presentation on agribusiness opportunities in the LAKAJI Corridor.



NEXTT client Salid Agriculture Limited worked with several women groups trained by GIZ on shea quality and group formation in Niger State. The firm, with support of NEXTT is targeting to work with 100,000 women in Kwara, Niger and Kebbi states.

4.2. Sustainability Mechanisms

NEXTT is targeting its training and mentoring at FMITI and other multi-stakeholder structures involved in trade policy and trade facilitation like the ENFP/TPAC and the TTF. In this way, the project is helping entrench best practices in trade policy and coordination mechanisms, with greater participatory role for the private sector.

In Food Safety, NEXTT is working with stakeholders to ensure that the private sector plays a critical role in the National Food Safety and Management Committee. Accordingly, NEXTT will build the capacity of both the public and private sector members, ensuring that relevant capacity is resident in both sectors. More importantly, that the private sector which ordinarily has a self-succession plan will replicate such capacity in perpetuity and also act as a knowledge reserve for the fleeting public sector

NEXTT assisted the LAKAJI Corridor Management Group (LCMG) to establish itself and begin operations in a way that are able to provide services during the project life and beyond. A planned capacity building for Corridor Performance Monitoring aimed at institutionalizing Transport Observatory will be conducted on the 27th and 29th January, 2015. LCMG members will also participate in the subsequent fieldwork to gather data on time and cost to move goods along the LAKAJI Corridor. The Secretariat for the LCMG has been set up and its running and the various technical working groups planned to meet before the end of January 2015 to kick start the process of implementing the approved work plan. A sustainable source of funding and membership mobilization were among the key issues discussed at the inaugural Board Meeting held in December 12th, 2014. The LCMG Board Members are planning to meet with their State Corridor Working Groups counterpart before the end of the 2nd quarter, 2015 to discuss various areas of collaboration

4.3. Environmental Compliance

NEXTT consistently monitored the activities of its clients in cashew, shea and cocoa value chains to ensure conformity to environmental laws, regulations and standards. NEXTT's shea sector expert and Export Development Manager are working with Salid Agriculture in Niger State to ensure environmental compliance.

NEXTT, during the WIMBIZ conference in November, identified Etega Livings, a holistic Pest Management Services. The company offers non-toxic solutions for the eradication of pests with no negative impact on the environment. NEXTT has linked Etega Livings up with Agropharm, a UK organic pesticide company in search of a partner in Nigeria to manufacture non-toxic organic pesticides for agribusinesses.

4.4. Youth Development

NEXTT continued to provide opportunities for youth in all its activities to enhance their interest, skills and abilities. Salid Agriculture Limited is presently working with substantive number of youth in shea sector in Niger State. The company is planning to work with 100,000 women with support of NEXTT in Kwara, Niger and Kebbi including many young women.

NEXTT partnership with Enterprise Development Centre, established this quarter, will explore opportunities from the Centre to empower youth along LAKAJI corridor through skills acquisitions training based on their felt need and interest.

4.5. Policy and Governance Support

NEXTT is designed to support public-private dialogue and improve policy formulation and implementation around trade-related issues. Component 2 of the NEXTT program specifically works to align the formulation, coordination and implementation of trade policies, regulatory frameworks and facilitation services in ways that maximize market-driven competitiveness, supporting expanded trade, investment and job opportunities. In pursuance, the project provides support to multi-stakeholder structures, inter-ministerial agencies and Ministries of the GON involved with trade policy making and trade facilitation, with particular objectives of: 1) prioritizing and dealing with the most critical constraints to trade and investment in the country; 2) reducing cost and time of clearing goods and transporting to market; and, 3) instituting food safety standards and infrastructure that facilitates agricultural trade and meets international standards.

4.6. Local Capacity Development

NEXTT developed local capacity for trade policy making and trade negotiations. The project provided training for the FMITI, TTF and other stakeholders on the WTO Trade Facilitation Agreement. The workshop contributed to preparing the Task Force for an eventual implementation of the Trade Facilitation Agreement at a national level, while also training members on current trade facilitation measures and practices.

NEXTT also continued to work with its partners, the FAO and USDA to prepare capacity building programs for the soon to be inaugurated National Food Safety Management Committee. It is expected that immediately the inauguration is done by January 28, 2014, the programs will roll-out.

NEXTT worked closely with the LCMG to build its organizational capacity this quarter, and will continue to do so for the remainder of the project.

4.7. Public Private Partnership (PPP) and Global Development Alliance (GDA) Impacts

The LAKAJI Corridor Management Group (LCMG) is a Public-Private Partnership institution aimed at enhancing the competitiveness of the Corridor through advocacy and policy prescriptions. With the LCMG in place now, the scene has been set for working with a broad range of stakeholders generating consensus, both at project concept and implementation levels with a view to achieving sustainable outcomes

The Kwara State Government is supportive of project initiatives towards cashew cluster development. The project shared a vision for partnership in QI having engaged with cashew firms operating in Kwara

State and have agreed on a program of interventions to increase agribusiness investment and improve the quality of cashew production. Farmer training in post-harvest care are proposed to commence early February followed by a formal launch of the scheme post elections late Q2

4.8. Conflict Mitigation

NEXTT did not engage in any conflict mitigation activities this Quarter.

4.9. Science, Technology, and Innovation Impacts

This quarter, the NEXTT team continued to provide technical assistance to exporting firms. Notably, through the ACA, NEXTT provided technical assistance to cashew processors to implement the latest technologies for processing and quality control.

5. STAKEHOLDER PARTICIPATION AND INVOLVEMENT

NEPC continues to demonstrate strong buy-in and financial commitment towards sector development work. The CEO's engagement is evidenced in his personal participation and of his technical team in all key joint project events and personal interest in ensuring successful implementation of cashew market development initiatives leading delegation of exporters and NCAN NEXTT officials. NEXTT successful engagement with the NEPC on cashew work has resulted in cashew listed by the GON as one of a number of transformative agricultural crops under the proposed National Industrial Revolution Program. Following from NEXTT Cashew Development Strategy Workshop and subsequent contacts, the ED of NEPC, Mr. Olusegun Awolowo confirmed his interest in possibly leading a Leadership Roundtable for key MDA heads along the line of our suggested harmonized/'connected' government and 'Market First' line.

6. MANAGEMENT AND ADMINISTRATIVE ISSUES

The project hired a new Chief of Party (COP) this Quarter. Marc Shiman, an experienced economic growth specialist, is working closely with component leads to achieve Project targets. The Project also recruited an Implementation Support Specialist and Communications Specialist, both based in the Lagos office, and an Administrative Intern in the Abuja Office. The Implementation Support Specialist is working closely with the Component 3 lead to implement Value Chain activities, particularly in Cashew and Cocoa, while also supporting Component 1 activities. The Communications Specialist is actively

engaging with the media, helping to organize events, supporting LCMG communications and writing up project successes. The Administrative Intern is now serving as a temporary office manager as Ochuko Piserchia has been promoted to a mid-level technical role.

NEXTT has established a videoconference facility in the both the Abuja and Lagos offices to help facilitate interoffice communications. The introduction of this technology will reduce the need for travelling between Abuja and Lagos. NEXTT will make the videoconference facilities available to the LCMG secretariat in its efforts to hold meetings with members located in both Abuja and Lagos.

7. LESSON LEARNED

This Quarter, the NEXTT team learned valuable lessons about the cocoa value chain in Nigeria. Through the Cocoa Summit, which brought public and private stakeholders together, NEXTT learned of keen interest in the value chain, differing points of view on how it should be developed, and that while the GoN of Nigeria is committed to supporting the value chain, a cohesive plan has not yet been developed. Investors are interested, but none have yet taken the first step. NEXTT learned that there would be significant interest among Nigerian stakeholders in forming a Cocoa Alliance. NEXTT also learned of a few key investors eager to pilot a new model for cocoa in Nigeria, which NEXTT will support throughout Year 3, creating a demonstration effect to promote further investment.

8. PLANNED ACTIVITIES FOR NEXT QUARTER INCLUDING UPCOMING EVENTS

Please see tables below for a summary of NEXTT activities planned for the upcoming Quarter. Bolded activities indicate opportunities for media coverage and for USAID support, involvement and/or site visits.

COMPONENT I: LAKAJI Corridor Improvement

Activity	Date
Task I- Provide Technical Capacity and Support to the Lagos-Kano-Jibiya Corridor Management Group	
Training: Orientation to Transport and Logistics Performance Monitoring in preparation for the Corridor Performance Improvement Monitoring	Jan
LAKAJI Corridor Improvement Summit	March
Assessment Team Training / Technical Preparation Meetings, Preparation of field logistics and Interviews Schedule	Feb-March
Monitor the Implementation of Action Plans and Provide Support to the LCMG as necessary to complete action items	Jan-March
Facilitation of Investments in Truck Staging Areas	Jan-March
Finalization and Endorsement of MOUs with Five Outstanding Corridor States namely Oyo, Ogun, Lagos, Kaduna and Kano States	Jan-March
Continue to Support the LCMG in the Expansion of its Membership	Jan-March

Task 2: LAKAJI Agricultural Growth Corridor	
Map Regulatory Environment and Investment Incentives of Corridor States	Jan-March
Assist Corridor States with Strategies for the Harmonization of Regulations and Investment Incentives	Jan-March

COMPONENT 2: Trade Policy and Trade Facilitation Support

Activity	Date
Task 1 Strengthening Institutional Framework for National Trade Policy Coordination:	
Support to FMITI and ENFP/TPAC to secure FEC approval for reviewed trade policy	Jan-Mar
Capacity building on trade policy analysis for FMITI	Jan-Mar
Capacity building on trade facilitation measures for Task Force on Trade Facilitation	Jan-Mar
Task 2: Support Customs Modernization	
Work with NCS leadership to begin implementation of RM and PCA recommendations	Jan-Mar
Task 3: Mapping Standards and Compliance Procedures	
Mapping and gap analysis of compliance process for food and agricultural products, including needs assessment for strengthening compliance	Jan-Mar
Capacity building of National Food Safety Management Committee to implement Food safety implementation plan	Jan-Mar

COMPONENT 3 Business Expansion and Export Support

Activity	Date
Formalize the industrial cluster development partnership with Kwara State Government (KWSG) through a simple execution of the MOU Instrument	Jan
Pre-Season Cashew Farmer Training	Jan – Feb
Buyer Seller Meeting Ho Chi Min City, Vietnam & Quilon City India	Jan – Feb
Formal Launch of NEXTT partnership with KWSG started on industrial cluster development would present a significant media opportunity to showcase USG support to Nigeria’s industrialization policy.	Mar – April
Hold AGOA capacity building workshop with BOI/NEPC	March
BDS training in deal facilitation.	Feb – March
Continue to engage (through competitive process) BDS providers to provide immediately demanded services as “transaction facilitators”.	Feb – March

9. WHAT DOES USAID NOT KNOW THAT IT NEEDS TO?

USAID was kept fully apprised of activities and implementation challenges throughout the Quarter.

10. HOW IMPLEMENTING PARTNER HAS ADDRESSED A/COR COMMENTS FROM THE LAST QUARTERLY OR SEMI-ANNUAL REPORT

In this Quarter, USAID|Nigeria requested the project to accomplish the following requirements:

- a) Operationalize the governance structure of the CMG as stated in P. 13 of the contract;
- b) Increase the membership of the CMG with private sector stakeholders; and
- c) Convene the Annual General Meeting of the CMG not later than December, 2014

For requirement 'a', the Secretariat for the CMG has been established and is currently running well with the assistance of the NEXTT Team. The CMG Board is considering funding mechanisms that would ensure the sustainability of the organization. The work plan prepared by the NEXTT Team and approved by the Board is currently being implemented. Two Technical Working Groups and two Board Committees have been constituted as narrated in this report.

For requirement 'b', plans are already at an advanced stage by the Board aimed at mobilizing private sector membership. The Membership Committee of the Board has been tasked with this responsibility.

For requirement 'C', the Annual General Meeting of the CMG and the Inaugural Board Meeting were held successfully in December 12th 2014 through the facilitation of the NEXTT Team.

ANNEX A: PROGRESS SUMMARY

PMP Indicator progress - USAID Standard Indicators and Project Custom Indicators										
Indicator	Data Source	Baseline Data		FY2015		Quarterly Status				Annual Performance Achieved to Date (in %)
		Year	Value	Annual Cum. Target	Annual Cum. Actual	Q1	Q2	Q3	Q4	
Intermediate Result (IR): LAKAJI Corridor Improvement										
1.1.1. Reduction in the cost to trade goods across border as a result of US assistance	Corridor survey	2013	Im: \$4,737 Ex: \$3,041	15%	0	0				0%
1.1.2. Reduction in the number of days required to trade goods across borders as a result of US assistance	Corridor survey	2013	Im: 19.5 Ex: 12.5	15%	0	0				0%
1.1.3. Reduction in the to move goods between Kano and Lagos as a result of US assistance	Corridor survey	2013	Lagos-Kano: \$1,548 Kano-Lagos: \$837	5%	0	0				0%
1.1.4. Reduction in the time required to move goods between Kano and Lagos as a result of US assistance	Corridor survey	2013	Lagos-Kano: 4 Kano-Lagos: 4	5%	0	0				0%
1.1.5. Increase in membership of CMG/LDA	CMG/LDA official records	2012	7	20%	0	0				0%
1.2.1. Number of new agribusinesses established along LAKAJI corridor as a result of project support	Firm surveys	2012	0	5	0	0				0%
1.2.2. Value of new agricultural investments facilitated along the LAKAJI corridor as a result of project support	Firm surveys	2012	0	\$1.25 M	0	0				0%
1.2.3. Number of development innovation venture proposals submitted	Applicant reports DIV applications	2012	0	3	0	0				0%
1.2.4. Value of investments mobilized by project development facility	N/A	2012	0	\$8 M	0	0				0%
Intermediate Result (IR): Trade Policy And Trade Facilitation Support										
2.1.1. Number of legal, regulatory or institutional actions taken to improve	GON Gazette, other official	2012	0	2	1	1				50%

PMP Indicator progress - USAID Standard Indicators and Project Custom Indicators										
Indicator	Data Source	Baseline Data		FY2015		Quarterly Status				Annual Performance Achieved to Date (in %)
		Year	Value	Annual Cum. Target	Annual Cum. Actual	Q1	Q2	Q3	Q4	
implementation or compliance with international trade and investment agreement due to support from USG-assisted organizations	sources of published regulations and procedures									
2.1.2. Number of participants in trade and investment trainings	Attendance records	2012	0	80	52	52				65%
2.1.3 Person hours of training completed in trade and investment capacity building supported by USG assistance	Attendance records	2012	0	6,000	733	733				12%
2.1.4. Number of days of USG supported technical assistance in trade and investment capacity building provided to counterparts of stakeholders	Project reports, timesheets, attendance records	2012	0	150	22	22				15%
2.2.1. Number of customs harmonization procedures implemented in accordance with internationally accepted standards as a result of U.S. assistance.	FRN Gazette, official sources for published regulation and procedures	2012	0	2	0	0				0%
2.3.1 Number of public and private sector standard setting bodies that have adopted internationally accepted guidelines for standard setting as a result of USG assistance	GON official records and documentation	2012	0	2	0	0				0%
Intermediate Result (IR): Expanded Export Support										
3.1.1. Number of firms receiving capacity building assistance to export	Registration forms, attendance records, surveys	2012	0	150	0	0				0%
3.1.2. Number of trade and investment capacity building diagnostics conducted	Project records	2012	0	1	1	1				100%

PMP Indicator progress - USAID Standard Indicators and Project Custom Indicators										
Indicator	Data Source	Baseline Data		FY2015		Quarterly Status				Annual Performance Achieved to Date (in %)
		Year	Value	Annual Cum. Target	Annual Cum. Actual	Q1	Q2	Q3	Q4	
3.1.3. Number of participants in USG supported trade and investment capacity building trainings	Registration forms, attendance records, firm survey	2012	0	80	35	35				44%
3.2.1. Number of capacity building service providers receiving USG assistance	Attendance records, project reports	2012	0	25	0	0				0%
3.2.2. Number of firms receiving USG assistance that obtain certification with international quality control, environmental and other processes, voluntary standards or regulations	Surveys, attendance records, project reports	2012	0	3	1	1				33%
3.3.1. Value of export by NEXTT client firms facilitated as a result of project assistance	Firms via surveys and reports	2012	0	\$8M	\$525,000	\$525,000				7%
3.3.2. Value of investment in NEXTT client firms facilitated as a result of project assistance	Firms via surveys, reports and other notifications	2012	0	\$8M	0	0				0%

ANNEX B: PRESS COVERAGE

Cocoa Value Chain Coverage

Revive cocoa industry, US advises FG

<http://www.punchng.com/business/business-economy/revive-cocoa-industry-us-advises-fg-2/>

Daily Times Nigeria

Chocolate Demand: Nigeria Cocoa Stakeholders Reassess Stake

<http://www.dailytimes.com.ng/article/chocolate-demand-nigerian-cocoa-stakeholders-reassess-stake>

The Sun Newspaper

Nigeria losing out on \$80bn chocolate market –Stakeholders

<http://sunnewsonline.com/new/?p=94610>

The Nigeria Observer

Invest in Cocoa production, US envoy advises Nigeria

<http://www.nigerianobservernews.com/2014/12/09/invest-in-cocoa-production-us-envoy-advises-nigeria/>

Rural Reporters

US GOVT PARTNERS FG TO IMPROVE COCOA PRODUCTION

<http://ruralreporters.com/us-govt-partners-fg-to-improve-cocoa-production/>

Leadership Newspaper

US Envoy Advises Nigerians to Invest In Cocoa Production

<http://leadership.ng/news/393740/u-s-envoy-advises-nigerians-invest-cocoa-production>

VANGUARD Newspaper

We need to transform Nigeria's troubled Cocoa sector — US govt

<http://www.vanguardngr.com/2014/12/need-transform-nigerias-troubled-cocoa-sector-us-govt/>

THE GUARDIAN Newspaper

Govt to resume revised EEG scheme in January

<http://www.nguardiannews.com/business/189845-govt-to-resume-revised-eeeg-scheme-in-january>

Revive cocoa industry – US advises FG

<http://businessnews.com.ng/2014/12/11/revive-cocoa-industry-us-advises-fg/>

DAILY INDEPENDENCE Newspaper

Forum seeks to rave-up Nigeria's cocoa supply

<http://dailyindependentnig.com/2014/12/forum-seeks-rave-nigerias-cocoa-supply/>

PM News

Lagos Hosts Cocoa Investment Summit

<http://www.pmnewsnigeria.com/2014/12/08/lagos-hosts-cocoa-investment-summit-today/>

Stories on the LAKAJI Corridor Management AGM:

SHIPPING POSITION

CRFFN Registrar; Jukwe Emerges Chair of USAID-Sponsored Corridor Management Group

<http://shippingposition.com.ng/article/crffn-registrar-jukwe-emerges-chair-usaid-sponsored-corridor-management-group>

SHIPS AND PORTS

First corridor management group in West Africa debuts in Nigeria

<http://shipsandports.com.ng/first-corridor-management-group-in-west-africa-debuts-in-nigeria/>

Other stories

CITY VOICE Newspaper

Nigeria holds workshop on WTO trade agreement guidelines

<http://www.cityvoiceng.com/nigeria-holds-workshop-on-wto-trade-agreement-guidelines/>

CITY VOICE Newspaper

US supports project to enhance Nigeria's cashew industry

<http://www.cityvoiceng.com/us-supports-project-to-enhance-nigerias-cashew-industry/>

CITY VOICE NEWSPAPER

NEPC partners USAID to create 350,000 jobs in the Nigerian Cashew industry

<http://www.cityvoiceng.com/nepc-partners-usaid-to-create-350000-jobs-in-the-nigerian-cashew-industry/>

[Most recent TraiNet report, and quarterly training plan, success stories, press releases, etc.]