

**DAIMINA Project, Nigeria**  
**Quarterly Report January-March 2002**

**Submitted by**

**International Fertilizer Development Center**  
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**to**

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# **IFDC – NIGERIA** **DAIMINA PROJECT**

## **USAID QUARTERLY PROGRESS REPORT**

### **QUARTER (JANUARY 2002 – MARCH 2002)**

In the second quarter of implementation, the activities of project establishment were completed and implementation of field activities started. A summary of the activities undertaken during this quarter is given below:-

#### **1. Establishment of Project Offices:-**

The Project Office in Abuja and Zonal Offices in Kano and Ibadan, have become operational. In total 15 staff members have been positioned for implementation of project activities. The required items of office furniture, vehicles, Personal Computers, and other equipment have been procured and are being used.

#### **2. Bench Mark Surveys:-**

To identify the project beneficiaries, get a first hand information of the existing Agri Market infrastructure, status of private sector participation, need for dealer training and level of coordination between various marketing functionaries, a bench mark survey has been completed in Kano and Oyo States. 15 investigators were deployed to gather information on a predesigned questionnaire, from 25 semi urban and rural Markets. 121 small and medium business entrepreneurs and 12 large scale producers/importers of fertilizers, seeds and crop chemicals were interviewed. The data has been analyzed and writing of report by the consultant is in progress. Report is expected to be ready before the end of April.

To involve the stakeholders in this activity, one day training workshops were conducted and views of different agencies taken, in identifying the markets and the methodology of survey. The ADPs at Kano and Oyo extended their full cooperation and offered logistical support as their contribution in this activity.

12 Agri input producers/importers, 20 semi urban and rural markets and 50 Agro dealers, have been identified as direct project beneficiaries, through the above market survey.

### **3. IITA Work Plan:-**

The work plan for IITA (sub contractor for seed related activities) was finalized through discussions. IITA has accordingly initiated the implementation as per agreed calendar of activities. A copy of IITA work plan is enclosed with annex.

### **4. Training Calendar:-**

A training programme to conduct training workshops during the period April to September 2002 was finalized in consultation with the stakeholders (copy enclosed). Activities have been started as per the calendar of training.

### **5. Formulation of Fertilizer and Seed Regulations:-**

This activity is being implemented jointly with FFD (FMARD). The inventorisation (review of fertilizer and seed regulations) is in progress wherein three teams are engaged in the collection of required data/information. The Project is providing technical assistance in this process and three meetings were held in the project office to review the progress with FFD personnel.

### **6. Short Term Consultancies Finalized:-**

Three short-term consultancies to review the (a) policy issues (b) formulation of fertilizer regulations and (c) strategy of Market Information System, were finalized. The report from the MIS consultant has been received. The other two IFDC staff consultants will arrive in April 2002.

## **2. Meetings with Stakeholders**

- a) A meeting was held with the Governor of Kano and Agric Commissioner, Kano to discuss the project activities.
- b) Meeting held at Ibadan with IITA, Agric. Commissioner, Premier Seeds, PCU, and other stakeholders. The objectives and implementation strategy of this project was discussed.
- c) Meeting with Mrs. Connie Newman, USAID, Washington D.C. was held on 15<sup>th</sup> March. She was briefed about the project activities.
- d) Meeting with Hon. Minister of Agriculture and Rural Development, Minister of State for Agriculture, Director of Agriculture, Permanent Secretary-Agric, Managing Director of Diamond Bank, Director NSS and other FAO Resd. Rep, World bank country Director were held to familiarize the project activities and objectives of Daimina project.

**SUMMARY OF ACTIVITIES (JAN. 02 – MARCH 02)**

<b>S/NO.</b>	<b>ACTIVITY</b>	<b>POSITION AS AT 31<sup>ST</sup> MARCH 2002</b>
1.	Establishment of Project Offices	1. Project office. Abuja Zonal offices at Kano and Ibadan in operation.
2.	Staff Recruitment.	2. 15 staff personnel in position.
3.	Bench Mark Survey.	3. Completed for Kano state and Oyo state.
4.	IITA Work plan on seed sub sector.	4. Work plan finalised, activities initiated.
5.	Fertilizer regulations.	5. Work in progress, Inventorisation process will be completed by end of April.
6.	Training Activities	6. Training Calendar finalized. Preparation of Training Material in progress.
7.	Short term consultancies  1) MIS  2) Fertilizer Regulations.  3) Policy issues	Report on strategy of MIS received.  Preparations in progress, Inventorisation will be completed by the end of April. IFDC Consultant to visit in April.  Discussions in progress. IFDC Consultant to visit in April.

## **PROJECT CHANGES**

### **Impact on Immediate Results**

- 1) The Project launching and initial activities have created awareness of the importance of Agro dealers in the distribution of inputs.
- 2) A greater need is being felt to review and reconsider the methodology of Fertilizer Subsidy and other Government market interventions.
- 3) The Agri input producers and importers have expressed willingness to effect some changes in their marketing strategies.

## **PROBLEMS AND OPPORTUNITIES**

- 1) The year 2003 being an election year in Nigeria, the politicians may not like to amend the policy of subsidy on Fertilizer at this stage. However, it is proposed to enlist a short-term expatriate consultant to analyze the impact of current subsidy policies on farmers, private sector dealers, manufacturers and government expenditures and to examine alternative market friendly farmer support systems.
- 2) Some difficulties have been experienced in attracting suitable experts for short period assignments of less than one year.

### **Opportunities**

- 1.) Greater opportunities have been seen in the area of training of small and medium business enterprises in professional systems of marketing.
- 2.) There exists a good scope of networking of the rural entrepreneurs with urban producers/wholesale agencies.
- 3.) The scope exists in improving the demand of seed and fertilizers by strengthening the network of rural sale points.
- 4.) There is a need to involve the Extension workers in the process of private sector development.

## **Up Coming Events**

- 1) An Agri Business Development Workshop for Senior of Managers of Agri input companies in Kano and Ibadan (April/May).
- 2.) Review of Fertilizer regulation data (Inventorisation) collected by the Regulatory Sub Committee. (May 2002).
- 3.) Review and analysis of the existing Agri business policies (April 2002).
- 4.) 2, Training workshops for Agro dealers in Business Management in May and June 2002.
- 5.) Publication of monthly Agri business Newsletter June 2002.
- 6.) Printing of Training material as reference material for Agro dealers and extension workers. May – June 2002.

## IITA WORKPLAN DAIMINA PROJECT (IITA SUB CONTRACTOR)

<u>Activities</u>	<u>Outputs</u>	<u>Time frame</u>	<u>Remarks</u>
1. Preparation of Scope of work and contract with IFDC – arrange logistics including office space and serve as link person between IITA and the COP for DAIMINA	- Scope of work made available to Chief of Party, DAIMINA - Office space for DAIMINA available, preparation for start of work, facilitate DAIMINA relationship with IITA and Oyo State.	Nov. – Dec. 01	Liaise with IITA principals on all matters pertaining to DAIMINA
2. Preparation of materials for presentation and the DAIMINA workshop and launching in Abuja as well as sensitization of major stakeholders.	- Familiarization visits to DAIMINA office in Abuja - Visit to Oyo and Kano ADPS - Presentation on seed sector study at DAIMINA workshop - Major stakeholders sensitized and accept study concept.	Jan. -Feb. 2002	In collaboration with Dr. H.B.Singh
3. Preparation and participation in the DAIMINA training of survey staff in Oyo State.	- Facilitate the training at IITA - Participate in the training as resource person	Feb. – March	IITA facilities available for training
4. Identification of major seed companies, marketing systems and training needs.	- Seed production and marketing system described - List of major seed companies, types of seeds and volumes - Constraints of formal seed sector identified - Training needs for promoting the seed sector identified.	April – May	In collaboration with IFDC, NSS, PCU and seed companies.
5. Time series data collection of seed marketed and prices particularly for maize, rice and sorghum, cotton.	- Annual seed production data available - Annual seed price data available - Estimate of present seed requirements available.	April – May	IFDC, NSS, PCU and seed companies.
6. Review if literature on existing policies, and regulatory mechanisms pertaining to seed quality.	A document providing an overview of the formal seed sector - Importance of the formal seed sector, regulatory mechanisms, quality and institutional arrangements in the seed sector.	May – July	IFDC, NSS, FMARD, PCU and ADPS
7. Analysis of existing policies, regulations and practices pertaining to formal seed marketing and make recommendations for their reform as necessary.	- Policies analyzed, marketing and distribution costs assessed - Constraints to effective implementation of policies identified - policy recommendations for reform (where necessary)	May – August	IFDC In collaboration with NSS, PCU, ADP and seed companies.
8. Assessment of seed supply and demand factors at farm level (particularly for maize, rice and sorghum).	A document described - the determinants for seed supply and demand - policy recommendations for improving the seed sector	May - August	Key informant and farm level surveys IFDC
9. Prepare training materials/ posters	2 posters to promote use of good seeds prepared and printed	April - May	IFDC

- IFDC - ABUJA

**IITA/ IFDC NIGERIA – DAIMINA PROJECT WORKSHOP**