**Nigeria Country Profile 2015**

**OVERVIEW**

**Produced by the ASHC delivery team**

**supported by Utiang P. Ugbe**

Currently Nigeria performs below its true potential due to decades of under-investment and erratic policy reforms and implementation. The Agricultural Transformation Agenda (ATA), launched in 2011, however, offers the potential to create a more conducive macro-environment to stimulate greater private sector investment in agriculture and provides a vision to transform agricultural extension and advisory services. Greater involvement and participation of youth in agriculture is also high priority in Nigeria with the 2013 high-level launch of two large youth in agriculture initiatives. Over recent years there has been large-scale investment in agriculture by the private sector - $11 billion since the ATA was launched.

Nigeria represents an enormous opportunity to tease out a number of lessons with regard to the agricultural information supply chain. Because of the sheer size of the target population of smallholder farmers, it is safe to assume that taking any initiative to scale can be achieved quickly if the campaign is well planned.

A good combination of stakeholders, including private, research, NGOs and national extension actors, provides an avenue to test the value added by a demand-responsive approach to knowledge and information dissemination planning and implementation. Within the context of an aggressive government policy foray into agricultural transformation, useful partnerships with the country’s state and local government extension system should provide opportunities to inform future government approaches to knowledge and dissemination design, planning and delivery.

Implementation approaches in Nigeria will likely need to take into account the national, state-level and local government extension support mechanisms, with a deliberate intention to complement the existing priorities while gradually innovating and adding value. This is critical to national level buy-in and support for the initiatives and increased likelihood of uptake of the learning. Large-scale policy reforms in Nigeria's agricultural sector, including a more receptive environment for private sector investment and involvement in the voucher scheme, represents a great opportunity to make a contribution to soil fertility information dissemination.

**BACKGROUND**

**The role of agriculture in the national economy**

Population, total (million people)[[1]](#footnote-1)*(2014)* 177.2

Population Density (people per km2) [[2]](#footnote-2)*(2013)* 190.6

Annual Population Growth(%)1 *(2014)* 2.47

Rural Population (%)[[3]](#footnote-3)*(2014)* 48.5

GDP(USD/per capita) 1 *(2013 est.)* 2,800

Agriculture GDP (% of total GDP)1 *(2013)* 30.9

Agricultural Land (thousand ha)3 *(2011)* 76,200

Agricultural Land (%)3 *(2011)* 83.7

Population aged between 15-24 years (%)1 *(2014)* 19.3

Median age of population (years)1 *(2014)* 18.2

Average rural family size3 (2013) 4.9

Number of farming families in country [calculated][[4]](#footnote-4) 17.54

The agricultural sector in Nigeria accounts for approximately 31% of gross domestic product and employs 70% of the active population1. Although the sector occupies this strategic position in the national economy, there is an admission that decades of under-investment in the various components, including extension and research, coupled with erratic policy reforms and implementation, have left the sector operating below its true potential.

One critical indicator of the under-investment is Nigeria's fertilizer use figures: at 4.8 kg per hectare of arable land in 2012[[5]](#footnote-5), this is way below the Abuja Declaration target of 50 kg per hectare and amongst the lowest use rates in the world, despite decades of aggressive subsidy. Other challenges that have kept productivity low include low private sector participation and weak research-extension-farmer-inputs linkages.

The agricultural sector in Nigeria is poised for transformation following the launch of the Agricultural Transformation Agenda in 2011[[6]](#footnote-6). Sector priorities include creating a more conducive macro-environment to stimulate greater private sector investment in agriculture and a vision to transform agricultural extension and advisory services into a participatory, demand-responsive, market-oriented, knowledge/skills-based service with a strong ICT driven focus. Ambitious targets have been set to achieve a minimum ratio of 1 extension agent to 800 – 1000 farmer families. Decentralization of the agricultural extension focal point to the state and local government level is a key feature of the policy reforms.

Greater involvement and participation of youth in agriculture is high priority in Nigeria with a 2013 high-level launch of two large youth in agriculture initiatives. With these and many other supportive policy environment initiatives, the stage is set for information supply chain improvement initiatives that can support the governments’ sector goalsand ICT driven service that will provide for all the extension needs of all actors along the targeted commodity value chains.

**The importance of B&MGF priority crops**

Nigeria enjoys a wide range of crop diversity. The top commodities by production value are shown in the table below. Seven of the top ten crops are BMGF priority crops for Africa (Table 1). Other crops of importance in Nigeria include cocoa, beans, cowpea, soybean, pepper sesame, cotton and oil palm.

**Table 1: Top 10 agricultural commodities by value, Nigeria, 2012 [[7]](#footnote-7)**

|  |  |  |
| --- | --- | --- |
| **Rank**  | **Commodity** | **International $** **millions** |
| **1** | **Yams** | 7753 |
| **2** | **Cassava** | 5641 |
| **3** | Fruit, citrus not elsewhere specified | 1763 |
| **4** | **Rice, paddy** | 1309 |
| **5** | **Groundnuts, with shell** | 1308 |
| **6** | Vegetables, fresh not elsewhere specified | 1168 |
| **7** | **Maize** | 1048 |
| **8** | **Sorghum** | 991 |
| **9** | Meat indigenous, cattle | 877 |
| **10** | **Millet** | 850 |

Commodities in **bold** are B&MGF priority crops.

In 2014, the Ministry of Agriculture in Nigeria re-prioritized rice production with the overall aim of turning Nigeria into a net exporter of rice within the lifespan of the current agriculture sector plan. Revised rice production targets are also supported by improvements use technologies such as promotion of urea deep placement in rice production and increasing irrigated rice land area.

Soybean production is on the increase with private sector actors promoting a scaled up approach to production. These efforts are augmented by research and manufacturing initiatives in rhizobium inoculants to support legume production by agencies like IITA.

Sorghum and millet production is also a key aspect with fertilizer use patterns indicating more farmers are investing in improved agronomic practices in the cultivation of these crops. Sorghum for example accounted for 21% share of fertilizer while millet accounted for 11%. Maize accounted for 18% of fertilizers application. Legumes such as cowpea and bean continue to occupy an important part of the dietary systems in Nigeria, accounting for 14% of fertilizer usage figures in 2010[[8]](#footnote-8).

**ISFM relevant policies**

Nigeria hosted the 2006 Africa Union Special Summit of the Heads of State and Government in Abuja. The Summit adopted the “Abuja Declaration on Fertilizer for the African Green Revolution”, which resolved to increase fertilizer use from 8kg/ha to 50kg/ha of nutrients by 2015.

Available data shows that Nigeria did not reach 10kg/ha in any year from 2006 to 2014, a level far below the continental benchmark. As at 2011, the African continent accounted for 18% of the world’s cultivated land area, but only 3% of its fertilizer consumption.[[9]](#footnote-9)

One significant policy interventions in the agricultural sector in the recent past include the fertilizer subsidy scheme that has been in place since 2010. Piloted in Kano and Taraba states using the voucher system, the scheme aimed to subsidize 50% to 60% of 150 kg of fertilizer per farming household. Problems associated with the subsidy scheme included poor quality, lack of timeliness and crowding out of the private sector3,[[10]](#footnote-10).

Under the Agricultural Transformation Agenda (ATA), the government of Nigeria is implementing a new fertilizer program in which the government will withdraw from fertilizer marketing and distribution to promote the development of the private sector to take on these functions3.

Broader policy initiatives have involved new policies, institutions and financing structures to drive sector growth; deregulation of seed and fertilizer sectors; marketing reforms to structure markets; innovative financing for agriculture and new agricultural investment framework.[[11]](#footnote-11) This has included transforming the fertilizer subsidy scheme to work through the private sector.

The Federal Fertilizer Department’s (FFD) role in the fertilizer sector is vast and has far-reaching implications. The Fertilizer Use and Growth Enhancement Support Division (FGESD) of the FFD:

* advises the FMARD on the appropriate subsidy levels
* monitors and analyzes fertilizer market dynamics and pricing levels
* advises on the appropriate timing and level of market intervention
* initiates the process for the intervention of government for seasonal/annual supply of fertilizers to the farmers in the country
* liaises with the various State Government/FCT and other relevant stakeholders on the planning implementation of  Growth Enhancement Support (GES) Scheme
* administers the GES scheme to all registered farmers across the country
* liaises with various fertilizer companies/plants/suppliers on issues of production/supply/marketing and agro-dealers network development across the country
* liaises with security agencies on fertilizer use generally
* monitor the implementation of the GES scheme
* ensures timely delivery, distribution and recovery of proceeds from the States/FCT, etc.
* liaises with various value chain teams on the planning and implementation of GES nationwide.[[12]](#footnote-12)

Critics point out that these powers reach deep into downstream operations that ought to be left to the private sector; therein lies the problem.

According to the Director of the FFD12, the ongoing reforms in the Nigeria fertilizer sector include:

* Government withdrawal from direct procurement and distribution of fertilizer to farmers
* Creation of new subsidy delivery system using electronic platform
* Agro dealer development and empowerment for enhanced performance and efficiency
* A target of 1.5 million metric tons of fertilizer (750,000 tonnes each of NPK and urea) in 2014
* A plan to add 5 million new farmers every year until all farmers are covered nationwide
* Effort to make GES fully private-sector driven, with fertilizer companies and agro input dealers the main implementers
* Make GES to contribute to additional consumption of 500,000 tonnes of fertilizer yearly by 2015
* Improve farmers’ access to fertilizer, fertilizer use to achieve higher crop yields.

There is a disproportionate policy emphasis on the procurement and distribution of fertilizers in Nigeria, while the broader issue of soil health is neglected. There is pervasive ignorance about soil health among farmers in all commodity subsectors. One wrong perception is that, irrespective of the soil health conditions, all a farmer needs is to apply NPK 15:15:15 and the yield will increase. Furthermore, whatever the crop, be it cassava or yam or rice or sorghum or cowpea, or tree crops like cashew, cocoa or oil palm, the ultimate soil treatment is NPK 15:15:15. There is total neglect of concepts like composting for organic manure.

In the absence of a policy thrust on soil health in Nigeria, some development projects, notably IFDC, USAID-MARKETS II and the West Africa Agriculture Productivity Programme- Nigeria, have started to initiate pilot interventions on the soil health (see section: *Other NGOs and initiatives active in Nigeria in related areas*).

**KNOWLEDGE SHARING ECOSYSTEMS**

**The structure of national extension services**

Extension staff: farming families[[13]](#footnote-13) 1:3,669

Number of extension staff in country13 3,823

Historically, government has been the provider of agricultural extension services in Nigeria. Worldwide, on the eve of the current millennium, about 80% of all agricultural extension services were publicly funded and delivered by civil servants.[[14]](#footnote-14) The situation in Nigeria has been similar to the global trend. However, in Nigeria today, extension is gradually pluralizing.

In the mid-1970s, with funding and technical assistance from the World Bank, a key objective was to build a strong national capacity to deliver government-run agricultural extension services. Hence, an Agricultural Development Programme (ADP) was established in each state cross Nigeria. The ratio of extension agent to farm families at the time was estimated at over 1:15,000; in order to achieve a target of 1:1,000, there was massive enrollment in training courses on agricultural extension to increase the number of qualified personnel.[[15]](#footnote-15)

Following the withdrawal of World Bank support, the human, organizational, logistical and institutional (i.e. policy) structures developed were neither sustained nor improved upon, as funding became the responsibility of the local state governments. Factors, including low priority on agriculture, translated into inadequate local funding, and the agricultural extension systems deteriorated in terms of number of personnel, infrastructure, and the quality of services.[[16]](#footnote-16)

In 2008, the Government of Nigeria, through the National Food Security Programme (NFSP), set out a plan to train 10,000 highly competent extension workers per year, toward achieving a ratio of 1:350. The NFSP, an agency under the Federal Ministry of Agriculture and Rural Development (FMARD), has no funding obligations to state ADPs, so revitalization of the agricultural extension system has not been resourced.

Data collected especially for this report in early 2015 from 20 of the 36 states shows that the total number of extension agents in these states is 3823. Of these the proportion who are women varies between states from 8-19%; across all 20 states the ratio of extension agents to farming families is 1:3,669, but this varies from a low of 1:1,195 in Jigawa State to a high of 1:12,608 in Rivers State.

In all the respondent states, extension agents (EA) are centrally employed as civil servants by the state government, but are deployed to local government areas. The EAs are kitted-out and supervised from the ADP’s head-office at the state capital, through the local government department of agriculture. In practice, this is a cumbersome bureaucratic process, characterized by poor supervision of the agents, non-provision of required logistical support and, in some cases, non-payment of their salaries.

Some donor projects, such as the West Africa Agricultural Productivity Programme (WAAPP)[[17]](#footnote-17), funded by the World Bank, and the USAID-funded MARKETS II[[18]](#footnote-18), implemented by Chemonics, are supporting alternative models for the provision of agricultural advisory services, or channels for the diffusion of innovations, or the distribution of agricultural inputs (seeds, fertilizers and crop protection products). These projects do not employ their own extension agents, but support the training, kitting and redeployment of the EAs already employed by the ADPs, to make them more efficient and productive. MARKETS II utilized 40 of such EAs in three states (Kaduna, Nigeria and Ondo) while WAAPP-sponsored project activities engaged 450 EAs across 30 states in 2014.[[19]](#footnote-19)

Nigeria has one of the largest National Agricultural Research and Extension System (NARES) in sub-Saharan Africa with more than 40 actors across the research and extension sector. Successive reforms, introduced since 2001, have seen the structure of national extension change in line with government’s priorities.

Initially the focus was on establishing of agricultural development projects (ADPs) using the classical training and visit extension system, this gave way to a unified agricultural extension service (UAES).

A strong policy drive now exists to ensure that the extension system is transformed into a demand and knowledge-based agricultural extension sector that will increasingly rely on ICTs to scale up outreach to farmers.

The longstanding problem with institutional arrangements, coordination, collaboration, leadership and funding for Nigeria’s public agricultural extension service continue to inform the reform initiatives. National policy decided to address some of the challenges by clarifying the responsibilities of the various tiers of government and the private sector. The sector operates on the basis of the federal government system with a key pillar being that states are expected to promote the targeted value chains in which they have comparative advantage. The basic roles are delineated as follows:

**The Federal Government:** Reorganizing the institutional framework, increasing agricultural production through increased budgetary allocation and promotion of necessary developmental, supportive and service oriented activities to enhance production and productivity and marketing opportunities and collaboration with State and Local Governments for effective agricultural extension delivery.

**State Governments:** Promotion of primary production of all items of agricultural produce, training and manpower development, ensuring a variable agricultural extension delivery service and promotion of appropriate institutions for administering credits to smallholders.

**Local Government:** Increasing positioning to take over progressively the responsibilities of the state government.

The Nigerian Agricultural Extension Research Liaison Services (NAERLS) has a national mandate to conduct research on agricultural extension services and the communication of innovations. The institute has produced many illustrated and easy-to-read manuals on many different topics, with translations in the major Nigerian languages. It could be a good resource in the preparation of useful manuals on soil health management.

**The importance of the private sector**

Fertilizer consumption (kg per ha of arable land)(%)[[20]](#footnote-20)*(2012)* 4.8

As a key business sector in Nigeria, agriculture presents tremendous opportunities for the emergence of small and medium-sized enterprises that can create value and jobs across critical value chains. The sector requires the active engagement of the private sector to provide financing, support systems—including equipment, processing, transportation, distribution and marketing support[[21]](#footnote-21).

Dr Akinwumi Adesina, minister of agriculture and rural development, stated in November 2012 that ‘Big Government’ in Nigeria has stopped crowding out the private sector in Nigeria. Instead they have an investment-driven strategic partnership approach with the private sector.

Speaking at a session of the 22nd Summit of African Union Heads of State and Government in January 2014, Nigeria’s president, Goodluck Jonathan, announced $11 billion (N1.7 trillion) had been invested in Nigeria’s agricultural sector by private investors and development partners since the Federal Government launched the country’s Agricultural Transformation Agenda in 2011. He stated this was due to Nigeria’s decision to treat agriculture as a viable business and not “a development programme”.

Companies such as Olam, Nestle and Nigerian Breweries successfully source their produce from smallholder farmers and support growth across the value chains. In the case of Olam, through support from USAID Markets, it has been demonstrated that coordinated and targeted interventions can generate significant increases in yields. By organising smallholder farmers into groups, providing training, extension services and inputs on credit, the farmers experienced significant increases in yields, resulting in greater supply of rice for the Olam processing facility in Benue state, Nigeria[[22]](#footnote-22).

**Media penetration**

***Literacy rates (% of population)***1

 Literacy Rate (2010) 61.3

 Male Adult (2010) 72.1

 Female Adult 50.4

 Male Youth (15-24 years)[[23]](#footnote-23) (2013) 80.2

 Female Youth (15-24 years)23 (2013) 62.8

Mobile phone subscription (per 100 people)[[24]](#footnote-24) 73

Internet users (per 100 people)24 *(2013)* 38.0

Households with a radio(%)[[25]](#footnote-25)*(2011-2012)* 70

Households with a television(%)25 *(2011-2012)* 53

A 2012 Gallup survey established that the Nigerian media market is dominated by radio and television although mobile and internet technologies are increasing in importance.

**Telephone:** The extension environment is also defined by a relatively well-developed information sector with good mobile phone penetration with subscription levels up to 73 per 100 people24.

In 2014 the Nigerian president announced that ‘in two years, 6 million farmers have received their farm inputs directly via their mobile phones.’[[26]](#footnote-26)

**Broadcast media:**

Radio enjoys the largest portion of the audience, 92%, with TV following closely at 87.4%. Though incidence of radio use is similar in urban and rural environments, Nigerians who live in cities are more likely than those in rural areas to watch television.

Radio stations are effective at offering regular and consistent programmes on agriculture; for example, Ray Power FM offers a weekly *Farmers Diary*, while Vision FM offers *Farming Today*.

Various radio stations (both private and public) across the state capitals offer radio shows on various topics related to agro-based income generating activities, such as *Snail Farming*, or *Uses of Moringa*. Shows on the use of fertilizers or ISFM or how to make compost organic manure are very rare, if ever done.

Media focus on agriculture has increased in recent years. The Nigerian Television Authority (NTA) has a regular programme called ‘Tuesday Live’, which normally features talking heads rather than field-based reporting of innovations. The talking heads are normally politicians and the programmes are generally boring.

**Internet user and social media:** Internet penetration is estimated at between 30%[[27]](#footnote-27) (50 million users) and 38%[[28]](#footnote-28) of the population – there are more internet users in Nigeria than any other Africa country (Internet World Stats 2014)[[29]](#footnote-29): 23% of Nigerian’s use Facebook (USC 2012)[[30]](#footnote-30).

Recent years have seen significant growth in connectivity and ICT use in the country. Internet use is strong across the board but varies sharply by demographic. Growth of internet is largely due to uptake of mobile web and a shift from café-centered internet culture. Mobiles are widely used for non-voice activities, especially SMS, web, social networking and a strong trend in news sharing by SMS and social networking (BBG, Gallop 2012)[[31]](#footnote-31).

Facebook numbers have been on a slow decline. Meanwhile there has been an upsurge in mobile chat apps such as Eskimi, 2go and Whatsapp. Mobile chat apps perform well on lower bandwidths and use less data. Mobile chat is also a cheaper alternative to SMS.[[32]](#footnote-32)

**Newspapers**

Newspapers are offering more interesting varieties of coverage on agriculture to the reading public. The Guardian features *AgriCare* on Thursdays, but also gives strong coverage to agriculture during the rest of the week. The Nation devotes a number of pages to agriculture reports on Fridays, but has also done front-page reports on agriculture on other days of the week. Other newspapers that have limited circulation are covering agriculture in their respective catchment areas.

**Youth Initiatives**

62.5% of the population is under 24 years old: median age is 18.21.

In September 2014, Nigeria’s president launched the National Schools Agricultural Programme (NSAP), aimed at developing a new generation of young agriculture entrepreneurs in the country.[[33]](#footnote-33)

The NSAP is a national scale-up of the Adopted Schools Project[[34]](#footnote-34). WAAPP has promoted this in the country since 2012 and it has shown a strong appeal among secondary school students. The Adopted Schools Project involves the 15 national agricultural research institutes (NARIs) partnering three secondary schools and planning and implementing a number of WAAPP-funded project activities. The activities generally include:

* establishment of an agricultural research outreach centre equipped with books and electronic resources for the use of the students
* a demonstration farm of crop varieties suited to the agro-ecological zone of the school
* a fish or poultry farm

Results from the adopted schools project under WAAPP have shown that:

* the proportion of students in the target schools who included Agriculture Science in their GCE O level examination has increased relative to the years before the project started
* the proportion of the number of agriculture science candidates who obtained credit or higher grades at the GCE O level examination increased significantly
* the number of students from the target schools who enrolled in agriculture courses as their first choice at universities also increased (relative to the trend where most students are shifted from medicine or pharmacy to agriculture after failing to achieve the required admission cut-off grades at the matriculation examinations).

Due to high youth unemployment in Nigeria, almost every state has an ongoing variant of youth-in-agriculture initiative under different labels. Some of the states have very poor labels for their youth-in-agriculture initiatives (e.g. “Unemployed Young Graduates Agriculture Scheme”). Some of the intended beneficiaries have expressed a strong dislike to being associated with such labels because they feel ashamed that their peers see them as failures in the labour market. The result is that many of the beneficiaries avoid participating in any mass media reportage programmes (TV, radio or newspapers), that would feature their work, their true identities, names, faces or biography.

Youth-in-agriculture projects need to be more smartly branded and the targeted activities should involve the use of labor-saving technologies and quick cash flow. Many young people do not like labour-intensive, hoe-and-cutlass types of work, but are strongly attracted to tractorized or mechanized agricultural activities, even if longer working hours are involved. There is strong interest on ‘youth agripreneur’ development in Nigeria: a development partner is needed to provide some leadership in shaping the thinking and the agendas within the community of practice. There is need for a partner that could, for example convene a meeting of interested donors, technical assistance partners and government in redesigning youth-in-agriculture or youth agripreneur development initiatives in Nigeria.

There is a strong prospect of involving the youth in the use of ‘soil doctor’ kits as an entrepreneurial activity, or involving them in commercial composting as part of a menu of ISFM activities. However, these notions would involve careful consideration of many interwoven elements and, so far, no systematic plan has been developed.

Nigeria’s Federal Ministry of Agriculture and Rural Development is to establish a Department of Youth in Agriculture. The main government-driven initiatives, launched at policy level in 2014, include Youth Employment in Agriculture Program (YEAP) and the Fund for Agricultural Finance in Nigeria (FAFIN).

The YEAP, which is similar to the IITA Youth Agripreneur model, is designed to reposition the agricultural sector by involving 760,000 youths in agribusiness within the next five years. The YEAP program, which is part of Nigeria’s [Agricultural Transformation Agenda](http://www.fmard.gov.ng/ata-fmard-transformation-agenda%22%20%5Ct%20%22_blank%22%20%5Co%20%22ATA) ([ATA](http://www.fmard.gov.ng/ata-fmard-transformation-agenda%22%20%5Ct%20%22_blank%22%20%5Co%20%22ATA)), will involve at least 20,000 youths from each state of the federation. [FAFIN](http://www.fafinnigeria.com/%22%20%5Ct%20%22_blank%22%20%5Co%20%22FAFIN) is a financing vehicle targeting Nigeria’s small and medium enterprises in agriculture.

The Youth Initiative for Sustainable Agriculture aims to communicate the positive image of agriculture to young Nigerians, reaching and creating a large pool of youths to actively participate in agricultural production and marketing using new technological innovations - organizing young farmers along crop specific clusters including, rice, cassava, tomato, oil palm, sorghum and soybean.

IITA’s Youth Agripreneurs aims to support young graduates get into agriculture. The initiative targets a wide range of crops and technologies including seed multiplication, maize certified seed, pro-vitamin A, cassava stem, plantain and banana suckers, among others. The activities of the group cut across the value-chains of different crops[[35]](#footnote-35).

**PARTNERS**

**Potential development partners**

These are agencies with project funding or access to other sources of investment that have been identified in the scoping study as being strong candidates for inclusion in the Nigeria campaigns.

**IFDC/PRIME project**

**(Produire plus de Riz avec Moinsd’Engrais = Produce more Rice with Less Fertilizer)**

**Funder of program:** B&MGF via IITA/COMPROII

**Crop/ technology:** Rice/Urea Deep Placement

**Project duration:** to 2018

This project focuses on promoting Urea Deep Placement to boost rice production and support the marketing of the crop in Benin, Burkina Faso, Cape Verde, Côte d'Ivoire, Gambia, **Ghana**, Guinea, Guinea Bissau, Liberia, Mali, Niger, **Nigeria**, Senegal, Sierra Leone and Togo. The main technologies being promoted is the deep placement of urea supper granules in rice cropping systems and fertilizer micro dosing. Support initiatives include addressing issues around access to urea fertilizer, manufacture/assembly and access to granulating equipment in the target countries.

**Notore Chemical Industries**

**Funder of program:** B&MGF via **IITA/COMPROII**

**Crop/ technology:** Scale up of soybean production with rhizobium inoculation technology.

**Project duration:** to 2016

Notore is a private sector company involved in fertilizer sale and promotion in a number for cropping systems in Nigeria including maize, rice, vegetables, sorghum, cassava, millet and yam. They operate at scale in all parts of Nigeria. In a joint venture with Mitsubishi, Notore is expanding its fertilizer production capacity to over 2.75 million tonnes/year[[36]](#footnote-36).

Since 2013, Notore also joined the COMPROII project (an IITA-led initiative) as the lead dissemination partner for commercial products including bio-fertilizers and bio-pesticides. Other partners in the inoculant technology promotion include IITA that has established a manufacturing plant in Ibadan to produce NODUMAX, a strain of effective rhizobium. N2Africa (see below) has also actively engaged with Notore in testing and promotion Legumefix. Notore activities are mainly undertaken in the middle to upper belt in four states - Kano, Kaduna, Niger and Benue. Promotion of rhizobia linked to potential production and delivery of IITA’s NODUMAX and other brands through Notore village promoters. The technology will also be linked with promotion of legumes associated with P fertilizer alongside N2Africa's work on N2 fixation.

Note: Kano and Kaduna are currently on the Foreign and Commonwealth Office ‘all but essential travel’ list, and so are currently outside of the scope of our plans (see risk assessment section). §1

**USAID-MARKETS II programme**

The USAID-MARKETS II programme, implemented in Nigeria by Chemonics, engages subcontractors to provide training and management services to a number of farmers for a particular crop in specified project locations of a state. Arrangements are made by the core team of MARKETS II to acquire the needed number of state-employed extension agents on a term assignment. They are then given orientation and kitted to perform specified tasks under the sponsored project, working with the USAID-MARKETS II subcontractor until the intervention ends, after which the extension agents would be disengaged and expected to return to her/his regular employment with the state ADP.

**Potential knowledge partners**

These are partners that do not necessary have access to funds for the dissemination of materials to smallholder farmers, but that have access to valuable intelligence that will support the decision making processes in planning and delivering a campaign.

**N2Africa**

**Funder of program:**B&MGF

**Crop/ technology:** Promotion of legume productivity improvement with soil fertility management principles

**Project duration:** to 2018



N2AFRICA is a large scale, science-based research-in-development project focused on putting nitrogen fixation to work for smallholder farmers growing legume crops in Africa.

N2Africa’s vision is to build sustainable, long-term partnerships to enable African smallholder farmers to benefit from symbiotic N2-fixation by grain legumes through effective production technologies, including inoculants and fertilizers.

N2Africa and ASHC share five priority countries. N2Africa is also active in DR Congo, Rwanda, Kenya, Mozambique, Malawi and Zimbabwe. Key implementing partners in the project include Wageningen University, International Institute of Tropical Agriculture ([IITA](http://www.iita.org/)) and International Livestock Research Institute ([ILRI](http://www.ilri.org/)).

The **International Institute of Tropical Agriculture** (IITA) is one of the world's leading research partners in finding solutions for hunger, malnutrition, and poverty. Their award-winning research for development (R4D) addresses the development needs of tropical countries. They work with partners to enhance crop quality and productivity, reduce producer and consumer risks, and generate wealth from agriculture.

**Other NGOs and initiatives active in Nigeria in related areas**

**Farmers organisations**

Not all farmers in Nigeria belong to farmer groups, however, there is the understanding that most of them are part of some form of a social group. In rural societies where age-grade structures are prevalent, everybody of the same age grade would belong to one group. Often all members of these groups are smallholder farmers. They can be a useful way of targeting farmers.

Any person can legally incorporate an umbrella association or apex body in Nigeria, and this has led to the phenomenon of “gate-keeping” in development projects. Some “associations” may show, on paper, a wonderful structure and membership is non-existent in reality.

On a positive note, it is also easier and smarter for a development donor or technical assistance project to orchestrate its own structures of beneficiaries from the bottom up, and if desired, to eventually build a customized umbrella body under the project.

The DFID-RIU innovation platform model was such as customized group, formed from the bottom up; although the project is finished, today one such group is the strongest innovation platform in the arena. ASHC could integrate ISFM to the menu of activities already being carried out by an existing group, creating a win-win for all the collaborating partners.

The apex farmers’ organization in Nigeria is the All Farmers Association of Nigeria (AFAN)[[37]](#footnote-37). It claims to have 80 million members through all of its affiliated commodity associations (e.g. Maize Farmers Association, Rice Farmers Association etc.).

AFAN and its various affiliated commodity associations, are generally politicized and can fragment. Consequently, in some state capitals, there are several associations for each commodity sector.

AFAN has always been controlled by top-level politicians and its membership is politically polarized. AFAN’s internal organization means that information can be speedily transmitted through the structures to the members and they can be effective in mobilizing their broad-based membership.

PEADIN, the Participatory Extension & Advancement Development Initiative in Nigeria[[38]](#footnote-38), is a registered NGO whose leaders are also in the leadership of AFAN. The group has technical expertise in extension, and across various commodity chains, in addition to strong private sector experience.

PEADIN has no recognizable corporate track record in terms of projects implemented or successful partnerships with donor partners. But the individuals involved in the organization have been very visible in the agriculture and rural development sector in general for many years.

**West African Agricultural Productivity Program-Nigeria (WAAPP)**

WAAPP is promoting agricultural value chain innovation platforms (VCIPs) as a private sector-led vehicle for demand-driven diffusion of agricultural innovations. The use of value chain innovation platforms has proved to be very effective in the diffusion of agricultural innovations; trained members or facilitators of the value chain innovation platforms serve in communicating vital messages to other members.

The value chain innovation platforms members negotiate for bulk agro inputs, financial services, and access to markets for their products. They also organize their own study tours to learn new agro processing innovations and product diversifications that they can replicate in their domains.

The approach requires initial nurturing, but evidence shows that the platforms can become self-organized and self-directed. One of the platforms orchestrated by the RIU Project in 2009 is the most successful and established in Nigeria today, with operations in 12 states and an enrolled membership of 138,000. From its initial focus on cassava, it evolved into a root & tuber crops value chain innovation platform, focusing on yam, cassava, potato, cocoa-yam and turmeric. There is potential for partnering with ASHC.

WAAPP-Nigeria formed a strategy committee on soil fertility management and there is a plan to develop and implement a pilot project in 2015. The ISFM project plan is not yet ready to show details. However, it is expected that WAAPP will sponsor the procurement of soil doctor kits and other mobile soil-testing equipment, in addition to training of farmers and service providers on ISFM; the initiative will be integrated into enlarged interventions on the System of Rice Intensification (SRI) in 2015. It is not clear if the ISFM will also be applied to other WAAPP-assisted crop subsectors, such as maize, sorghum and groundnut in 2015, but that is certain to happen in 2016. It would be of great opportunity for ASHC to collaborate with WAAPP on ISFM in Nigeria. The WAAPP-assisted Value Chain Innovation Platforms (VCIPs), which currently have a combined membership of nearly one million nationwide, could serve as vehicles for the dissemination of ISFM innovations among the farmers in all crop subsectors.

WAAPP-Nigeria has invested on training and kitting of selected personnel from partner-organizations on e-extension, which involves the use of electronic platforms to provide agricultural advisory services, report problems spotted by farmers, and conduct a variety of other transactions. It will also be integrated with the GPS applications, for which WAAPP has already sponsored trainings and the acquisition of GPS devices for staff of partner-organizations. But the electronic platform activities do not include financial transactions such as those provided under the mPesa in East Africa. The Federal Ministry of Agriculture and Rural Development is interested in scaling up the e-extension platforms if the pilot phase is successful. However, the WAAPP-sponsored initiative has not become operational.

**Shell Petroleum Development Company and Nigeria Agip Oil Company**

Oil companies contract qualified firms to provide expert services in agricultural extension for oil-bearing rural communities as part of a giving-back package. The giving-back activities are also part of the ways to pacify the Niger Delta militancy that disrupted oil operations some years ago before an amnesty deal was reached with the federal government.

The contracted firms engage qualified extension personnel on short-term contracts to implement the community outreach contracts, and produce results, which usually help in building a friendly relationship between the oil companies and the beneficiary communities.

**The Green Sahel Agricultural and Rural Development Initiative**

The Green Sahel Agricultural and Rural Development Initiative (GSARDI)[[39]](#footnote-39), a local service provider with project experience in Gumel (Jigawa State), Abakaliki (Ebonyi State), Bida (Niger State), and around Obudu (Cross River State). The leader of GSARDI has strong expertise on System of Rice Intensification) and ISFM. The processes of the NGO have been more transparent and accountable than those of the occupational associations. Perhaps, as a rural service-based NGO, it is not burdened by the politics of occupational membership associations. The group has successfully implemented projects in partnership with USAID, IFDC and WAAPP in various parts of Nigeria.

**Indicative scale-up campaign**

**Strengthening information within agro input supply chains**

ASHC will scout for investments to support a strategic private sector dimension in technology dissemination in the inputs supply chain. Especially in relation to fertilizer and inoculant technologies – presented with in an ISFM context and highlighting good agricultural practices ASHC will also see how the burgeoning investment in youth agricultural sector initiatives can be given be used to promote ISFM opportunities related to the input supply chains.

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