During what was planned to be the final year for Propcom Mai-karfi (PM), the team expanded work in tested interventions, monitored interventions which partners have taken ownership of, embedded exit and sustainability strategies in interventions, explored new areas and partnerships, and developed a proposal for DFID to extend the PM programme by 3 years. By the end of 2017, PM had exceeded nearly all of its overall targets, and plans are now underway to extend the programme to 2021, with a focus on the six north eastern states and Kaduna, Kano, and Jigawa states with particular attention to climate smart agriculture and working with international non-governmental organisations to incorporate market development into humanitarian relief efforts.

Agricultural inputs

PM’s input interventions are designed to give smallholder farmers improved access to quality farm inputs including fertilisers, seeds and crop protection products:

**Fertilisers:** In 2017, PM’s fertiliser intervention continued to stimulate access to small fertiliser packs for rural smallholder farmers, with particular attention to those in the north east. 7,060MT of fertilisers were supplied to the north eastern states by our partners in 2017 and 15,000 litres of gel fertiliser were sold in Borno and Yobe states by our distribution partners. As a result of this increased access and the good agricultural practice trainings offered farmers, 58,200 poor farmers and small scale rural entrepreneurs reported a total of NGN1.7 billion (£3.8 million) in net additional income within the year.

**Crop protection products (CPP):** PM partnered with CropLife and its auxiliary partners to train a group of farmers to provide spray services to others farmers for a fee. Farmers often apply CPPs incorrectly as they lack the right skills and protective gear to spray their farms without endangering their health and the environment. Our intervention has built the capacities of 165 sprayer service providers in Jigawa, Kano, Kaduna and Niger states and equipped them with protective equipment and spraying kits to start up spraying businesses. In 2017, 6,900 poor farmers and spray service providers earned NGN140.7 million (£287,000) in additional income.

**Demand aggregation platform (DAP):** PM continued to pilot DAP to enable farmers and cooperatives to aggregate their needs and purchase high quality inputs and other services from companies and providers. DAP is an internet-based application developed with a grant from PM to allow demand to meet supply efficiently. In 2017, 9,364 bags of fertilisers valued at NGN51.5 million (£114,000) were sold to 2,381 smallholder farmers via linkages facilitated by DAP. These farmers additionally recorded NGN117.1 million (£260,000) in net additional incomes as a result of our DAP activities.

**VSO partnership on maize & soy:** PM continued to partner with Voluntary Service Overseas (VSO) to improve the productivity and incomes of soybean farmers in Niger state. The pilot cycle which started in 2016 came to a conclusion in the first quarter of 2017, with Flour Mills of Nigeria providing an off-take market for farmers. Afterwards the intervention was expanded to include maize, and farmers in 5 additional LGAs in Niger state. The partnership stimulates access to quality inputs for farmers via private sector partners and builds their capacity on good agricultural practices. An input application component was also added to the intervention, with 26 input application service providers (IASPs) trained on trading and applying inputs and being equipped with spraying kits and a small start-up grant. These IASPs have cumulatively provided application services to 600 farmers. In 2017 the incomes of 6,800 farmers and small

“A benefit of the spray service is that farmers get better yields compared to what they had in the past. We also enjoy better health now that we spray correctly. Before now I get N100 when I spray for farmers, but now after the training I get paid N300” - Rabiu Muhammed – Spray service provider
scale entrepreneurs increased by an aggregate total of NGN91.8 million (£204,000) as a result of this intervention with VSO. DFID, through PM is in the process of purchasing and disbursing 8 threshers to farmer cooperatives in Niger state under this intervention.

**Electronic warehouse receipting system (EWRS):** PM’s partnership with Africa Exchange Holding (AFEX) continued to provide facilities to small-holder farmers for storing their grains, and for bringing quality inputs, customised financing, and high-value markets closer to farmers. PM facilitated partnerships between AFEX and other private sector companies including Golden Fertiliser, DuPont, Bayer, Elephant Group and OCP Africa for inputs, and with Development Exchange Centre (DEC) for microcredit facilities. The pilot partnership with DEC facilitated fertiliser loans for 1,280 farmers in Plateau and Taraba states. The partnership with Lift Above Poverty Organisation continued, with 4,000 farmers receiving microcredit for fertilisers in Zamfara, Kaduna, Katsina and Kebbi states. In 2017, 23,900 farmers earned a cumulative total additional income of NGN555 million (£1.2 million) as a result of the EWRS programme.

Within the year, AFEX fully repaid the NGN110 million (£245,000) Raise Out of Poverty bond purchased by PM, with interest. The bond had been purchased to foster AFEX’s liquidity for paying participating farmers for their grains and for the input financing component of the scheme.

**Agricultural mechanisation:** PM monitored the impact of tractor loans facilitated by the programme for members of Tractor Owners and Hiring Facilities Association of Nigeria (TOHFAN) and on their repayment to First City Monument Bank. The no-default repayment report received was shared with other financial institutions to promote more investments in the sector. In 2017, 29,000 farmers received mechanisation services from TOHFAN as a result of the tractor loans facilitated by PM. PM also provided technical support to the Nigeria Incentive-Based Risk Sharing System for Agricultural Lending (NIRSAL) on replicating a mechanisation model with loan from the Brazilian government. The initiative was however stalled in the second quarter of 2017 by NIRSAL and the Federal Ministry of Agriculture.

**Poultry** Our poultry interventions are designed to support various aspects of the value chain including facilitating access to vaccines and vaccination services for poultry health, mentoring on best production practices for raising healthy and better-sized chickens, as well as getting these chickens to high-end markets. In 2017, 19,400 poor farmers and small scale rural entrepreneurs earned a cumulative total of NGN84.7 million (£188,000) in profit as a result of our poultry activities.

> “Since I started getting my chickens vaccinated, they have stopped dying. My neighbour’s chickens often fall sick and die because she doesn’t vaccinate them. Mine don’t anymore”.
> - Hannatu Amos – Poultry farmer

**Poultry health:** PM supported the demand and supply of poultry health vaccines, including facilitating the commissioning of a vaccine freeze dryer at the National Veterinary Research Institute (NVRI) to increase production and availability of vaccines, as well as the repositioning of NVRI’s outstations as supply hubs for the north east and north west regions. PM supported trade promotions to activate demand and campaigns to promote the benefits of vaccinating poultry against Newcastle disease. PM’s existing partners have continued to independently adapt and improve the rural vaccine and vaccination delivery model, delivering 14,700 vials of the NDVi-2 vaccine in 2017. Data collected between 2014 and 2017 showed that vaccination was being adopted as a norm with repeat vaccinations observed in intervention states. This increased and repetitive demand for vaccination by poultry farmers have created over 1,000 jobs for micro-scale entrepreneurs. PM also supported the Veterinary Council of Nigeria (VCN) to develop and disseminate the Community Animal Health Workers (CAHW) curriculum and facilitated partnerships with private sector companies to leverage on the CAHW network for product supply.

**Local chicken improved production:** PM drove the improved production of local chickens, training the largely women poultry producers on improved production practices to improve the sizes of their chickens, increase their incomes and animal-protein intake, and to ultimately grow their flocks. The trainings cover poultry health, proper housing, weaning and brooding of chicks, supplementary feeding and the introduction of improved cockerels to improve the genetics of local birds for increased egg production and faster growing chicks. In 2017, PM supported the establishment of 40 demonstration trials with poultry producers, and partnered with community-based organisations to train 7,085 local chicken producers in the FCT and Kano, Kaduna, Plateau, Benue, Nasarawa, Niger, Bauchi, and Gombe states.

**Poultry marketing:** PM expanded linkages created between local chicken producers and formal markets with aggregators as middlemen. PM continued to work with existing partners Nkataa Mart and Geetee Nigeria Ltd. and also cultivated new
partnerships with L&Z Integrated Farms and Anadariya Farms. PM is developing a model with both companies for working with local producers and marketing chickens. Nkataa this year sold 4,600 local chicken products, and local chicken remains one of their highest selling meat and poultry products.

Feed Finishing: PM continued to support farmers on feed finishing (animal fattening) techniques which increases the weight and condition of finished animals and shortens the duration of rearing. PM developed a training manual in English and Hausa languages and facilitated 252 step down trainings for 7,000 farmers in seven states with partner feed companies. After the trainings however, it was observed that uptake of the feed finishing mechanism under the intervention model was low and PM thus suspended the intervention in May. In 2017, 2,319 poor farmers and small scale entrepreneurs recorded NGN86 million (£190,000) in additional income as a result of the feed finishing intervention.

Rice parboiling: PM’s rice parboiling intervention is a part of its women’s economic empowerment initiative. PM facilitated training for women’s groups involved in this income-generating activity and linked them up with financing and to traders for their parboiled rice. In 2017 partnered with DEC (a microfinance institutions) and Isa Wali Empowerment Initiative (a local NGO) to provide additional loans and financial literacy trainings to the women. This year 679 parboilers and small scale traders earned NGN7.8 million (£17,000) as a result of PM’s activities and partnerships.

Acha (Fonio): PM continued to partner with Pye Ryat Foods International to provide mechanised processing services to acha farmers in Plateau state, reducing the time and drudgery required in processing this very small-grained plant. In 2017, PM facilitated the procurement of acha from farmers by Pye Ryat at competitive prices which the company processes and packages for varying meal purposes. PM also supported Pye Ryat to develop a business plan which has been shared with the impact investment team of different companies for investment opportunities. This year 1,340 farmers received acha processing services from Pye Ryat.

“One of the benefits of using this machine is that we save time from pounding acha. We now have more time to spend on our farms which means more harvest, as we no longer pound acha”.

-Laraba Nyam – Acha farmer

Shea: PM’s shea intervention started in 2014 with training women shea nut producers on improved kernel processing and with linking them to buyers. PM’s activities revealed a bigger constraint at the global trading level where Nigeria’s shea butter is infrequently purchased by international buyers. In 2017, PM brokered a business relationship between Karite Oil Nigeria Ltd. and Loders Croklaan (LC) (a global producer of sustainable oils and fat) for the supply of shea butter from Nigeria to LC. This was a first for LC in purchasing shea butter from Nigeria. PM also supported Karite to develop a business plan that would allow it to seek investment opportunities. Discussions are ongoing with the investment arms of Palladium International Ltd. and Catholic Relief Services on impact financing for Karite.

Improved cook stoves (ICS): In 2017, PM revisited ICS as a climate-smart and efficient alternative for cooking, and as a solution to inefficient fuel use. PM also explored the viability of expanding the ICS intervention to include a component on briquetting rice husks into charcoal for fueling the ICS. The intervention was initially designed to link into our rice parboiling initiative by linking women rice parboilers to our partner, Roshan Global, for a rice husk waste for ICS trade-off. In the programme which will take off in 2018, the intervention will however only focus on fabricating and promoting the cook stoves amongst rural households. To support Roshan, PM facilitated a NGN3million (£6,600) returnable grant to the company to enable it to fabricate and deliver ICSs to the north east as a part of its market development strategy.

Vegetable and fruit preservation. Postharvest losses for fruits and vegetables are often a result of ineffective preservation and handling methods. To proffer a solution to this, PM commenced discussions with an energy company, Creeds, to pilot a model for solar drying vegetables within production clusters. In 2017 the prototype dryer was assembled and tested, and Creeds has commenced setting up infrastructure at the service facility site. ICRC is involved in this intervention and hopes to fund the placement of solar driers in a number of communities.

Ahead of 2018 and its 3-year extension phase, PM carried out assessments in the north east and held collaboration meetings with international non-governmental organisations. PM funded a study on women’s economic empowerment activities in the region to give the programme evidenced-based insights into opportunities which exist for women in north eastern Nigeria. PM also initiated a study on investment opportunities for shea, sesame and ginger exportation. PM is signing agreements with ICRC, Catholic Relief Services, and Danish Refugee Council for interventions to be implemented in 2018.

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