Agricultural inputs

The agricultural inputs market aims to facilitate growth of and access to high-quality farming inputs such as fertilisers, crop protection products (CPPs) and seeds. In 2018, the Programme continued utilising its private sector engagement approach to develop the agricultural inputs market.

Fertiliser distribution

PM’s fertiliser intervention encouraged private sector investments in rural markets in Adamawa, Borno, Bauchi, Gombe and Yobe states. The intervention benefitted 68,000 farmers and led to increased liquidity in the fertiliser value chain by creating linkages between banks and agro-dealers, which ultimately improved access to and distribution of inputs in those markets. The Programme aggregated demands for fertiliser and successfully negotiated discount for bulk fertiliser requests.

Another key success was the successful acquisition of a loan worth NGN460 million from Jaiz Bank by one of the Programme’s partners in Kaduna.

Spray Service Provision

Most of the activities implemented in 2018 were aimed at increasing the capacity of Spray Service Providers (SSPs) and replicating the SSP model in southern Borno and Adamawa. With the successful implementation of the pilot phase of the intervention, in partnership with CropLife, PM expanded into Bauchi and Gombe states bringing the total number of states to five in addition to Kano, Kaduna and Jigawa states.

Building the capacity of SSPs improved the quality of services they provided thereby increasing demand for their services. It also further empowered them to cascade their learning to local SSPs to foster service provision to local farmers. Overall, the intervention benefitted 27,361 farmers, resulted in the training of over 1,000 SSPs and increased the incomes of 25,000 farmers and SSPs. Furthermore, to ensure sustainability, PM supported SSPs to form cooperatives.

In March 2018, the Propcom Mai-karfi (PM) programme was extended for an additional three years. With the extension, the Programme’s mandate expanded to include market recovery and supporting internally displaced persons rebuild their livelihoods in the conflict-affected states in northern Nigeria, as well as integrating climate smart agriculture into its market systems approach. Geographically, the Programme was implemented in the six north eastern states – Adamawa, Bauchi, Borno, Gombe, Taraba and Yola, and three DFID partner states – Kaduna, Kano and Jigawa.

In alignment with expectations for the extension phase, the Programme broadened the scope of existing interventions and intensified efforts to increase private sector investment in Gombe, Bauchi and Taraba states. The Programme also assessed the sustainability potential of its activities in the DFID partner states with regards to continuous crowding-in during the extension period and continued its gender mainstreaming efforts across all interventions through the Women’s Economic Empowerment (WEE) initiative.

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Certified Seeds
PM implemented this intervention in partnership with Premier Seeds Nigeria Limited to tackle challenges smallholder farmers encounter in accessing quality and affordable seeds in Bauchi, Gombe and Kaduna states. In 2018, the scope of the intervention was increased to six states with the introduction of Major Seed Distributors (MSDs) to support and supervise Rural Seed Promoters (RSPs) who supplied seeds to rural farmers.

Last year, a total of 118.4 megatons of quality seeds were sold and of the total number of farmers who received certified seeds 1,689 were women farmers. Furthermore, Premier Seeds experienced an increase in its bottom-line through the sale of seeds valued at NGN17 million, which intensified the company’s interest in sustaining its partnership with PM.

Poultry & Livestock
The poultry and livestock market is designed to support different aspects of the poultry value chain, including access to vaccines and vaccination services and building capacity on best practices for producing healthy and better sized chicken.

Poultry & Livestock Vaccination
Activities implemented in 2018 were focused on modifying the intervention’s approach to include a veterinary product basket and access to credit for prospective vaccinators. It also included partnerships development with public and private sector partners, support provision to private sector partners to foster vaccines use and other veterinary inputs, as well as creating linkages between community vaccinators and women groups in need of vaccination services.

Efforts made in 2018 resulted in the sale of 30,735 vials of NDV-i2 vaccine and 3,098 vials of PPR vaccine through existing network of vaccinators and Community Animal Health Workers’ (CAHWs). Additionally, PM collaborated with the University of Lagos through its research and innovation department to design a solar-powered refrigerator. This was to address constraints experienced due to unavailability of cold storage in the vaccine distribution chain, which prevented community vaccinators from functioning optimally.

Community Animal Health Workers Programme
With the aim to bridge the gap in rural access to veterinary services, activities implemented under the CAHW programme in 2018 were focused on encouraging private sector engagement, as well as getting development partners in the north east to leverage existing CAHW network.

By the end of the year, 54 individuals from Benue, Kaduna and Jigawa states had been trained as CAHWs. In addition, PM executed a cost-sharing agreement with ACI and Ambuvet to support engagement of CAHWs and in turn have their products and services promoted to smallholder farmers. Finally, PM convinced ICRC and Zoetis to adopt its CAHW curriculum and facilitated partnership between VCN and ICRC.

Improved Poultry Production
In 2018, PM continued to work with Community Based Organisations (CBOs) and veterinary service providers to build the capacity of women in local chicken production. By the end of the period, over 15,000 women had been trained in poultry production across Kaduna, Katsina, Jigawa, Gombe and Kano states. Also, there were more women knowledgeable about local chicken production beyond the number originally trained which showed that efforts to transfer knowledge among women in communities was effective.

Poultry Marketing
PM worked in partnership with L&Z Integrated Farms to implement a digital marketing strategy in order to link rural women selling local chickens to high-end customers. PM supported L&Z to establish a local chicken production hub, which involved incubation and brooding of chicks as well as supplying women with out-growers. This eventually resulted in L&Z acquiring shelf space in seventeen Shoprite stores, a major retailer in Nigeria, to stock an estimated total supply of 8,500 chickens.
Disease Surveillance
In 2017, the European Union (EU) requested its country delegations to submit proposals on innovative research to be implemented in developing countries. PM supported NVRI to develop its proposal for an innovative solar power generation and battery storage network. The proposal was successful, and NVRI was requested to submit a detailed proposal for the sum of 2.5 million Euros.

Agricultural Mechanisation
Access to Tractor Services
PM’s mechanisation intervention was designed to provide an effective means for smallholder farmers in northern Nigeria to access tractor and post-harvest equipment services. This was achieved by linking farmers to the Tractors Owners and Hiring Facilities Association of Nigeria (TOHFAN). In 2018, the focus was to expand the reach of TOHFAN’s booking and hiring agents into states where access to tractor services was limited. Consequently, 170 agents, 21 of whom were women, were trained to manage demands for tractor services from smallholder farmers in 8 states, with 9,895 farmers benefitting from their services.

Millet & Hibiscus
PM partnered with Green Sahel Agro Ventures (GSAV) to encourage improved millet and hibiscus production in an attempt to enhance household food security and income generation and alleviate poverty in Jigawa and Yobe states. The outcome of the partnership was the training of 66 farmers, 14 of them women, in millet and hibiscus production. At the end of the period, 20 megatons of hibiscus valued at NGN15 million were sourced through GSAV.

Rice Production In Taraba state
PM partnered with the Food Security and Agricultural Product Company (FSAPC) to implement the rice grower scheme in Taraba state. The Programme provided technical support including ensuring training was provided to farmers and developing the training manual. Also, PM, along with some partners, paid advocacy visits to NIRSAL to discuss hinderances to loan disbursements to farmers group.

Aggregation and Market Offtake
Sesame Production & Marketing
PM partnered with Olam to improve sesame production by giving farmers access to inputs on credit, good agronomic practices, white sesame seeds and competitive pricing for the seeds. The result was an increase in the number of sesame farmers from 2,500 to 7,000. Through the partnership, 73 extension agents in Jigawa, Bauchi, Gombe and Yobe states were trained as trainers on production and post-harvest of sesame. These agents in turn trained 10,043 sesame smallholder farmers; 8,722 men and 1,321 women.

Warehousing and input financing (AFEX)
In 2018, PM facilitated a partnership among Africa Exchange Holding (AFEX), Catholic Relief Services (CRS) and the German Development Agency (GIZ) to improve warehousing and financing. GIZ focused on warehouse renovation and grains storage in Adamawa and Borno, while AFEX managed leasing of the warehouses. PM designed and implemented awareness activities to ensure participation of farmers and also helped in mitigating some risks associated with entry into markets in the north east. By the end of the period, over 3,000 farmers had benefitted from AFEX and LAPO’s input financing programme in Kano, Kaduna and Jigawa, while over 4,491 farmers had been reached by AFEX in all locations during the harvest period.

INGO Engagement
In 2018, PM partnered with some INGOs and NGOs in the north east to implement interventions. One of those partnerships was with Action Against Hunger (AAH) to execute three activities: micro-gardening, small ruminant production and groundnut
A total of 331 women were trained on small ruminant production and management. All the women trained were given resources in the form of 2 goats and 2-weeks’ worth of feed to help them start production. In addition to these, 48 women farmers were trained in soybeans and groundnut farming. By the period’s end, a stepdown training had been provided for an additional 1,462 people across the Action Against Hunger selected communities.

**Climate Smart Agriculture**
In 2018, PM’s focus was to review its existing portfolio of CSA interventions with regards to their alignment with the three CSA pillars of productivity, adaptation and mitigation, and also to develop pilot interventions around selected climate smart themes such as renewable energy and reducing greenhouse gas emissions.

**Improved Cookstoves**
To provide households with alternative cookstoves which would reduce fuel consumption and reduce greenhouse gas (GHG) emission, PM’s improved cookstoves intervention supported Roshan Global, its private sector partner, to set up fabrication sites in Jigawa and Adamawa. This initiative was also set up to make these cookstoves available within post-conflict states in the north east and to address the gap in energy. 2,000 out of 8,000 cookstoves supplied by Roshan Global has been sourced for and distributed to communities in Gombe and Yobe.

**Green Shoots Initiatives**
Propcom Mai-karfi’s ‘Green Shoots’ interventions are a collection of interventions that have the potential, with time, to be transformational or have significant impact; that is, they can result in adoption of new technology, change of behaviour at the farmgate and market actor level, increased productivity, job creation, income increases, among others. They are, however, considered high-risk investments due to their novelty and may not come to fruition within the Programme’s lifecycle.

**Commercial Sourcing of Liquid Milk for Communities**
In 2018, Arla and PM established a partnership focused on providing capacity development for Fulani pastoralists. The partnership’s aim was to improve production of traditional Fulani dairy in the north west. PM supported baseline studies and training to support the installation of four milking units in selected LGAs in Kaduna. Also, PM collaborated with Arla and the Kaduna state government to determine criteria for selecting potential household beneficiaries. As at the end of the period, the Kaduna state government had allocated 6,000 hectares of land for the dairy programme in Kubau LGA.

**Solar Drying**
This intervention was designed to assist smallholder farmers mitigate against challenges associated with the perishable products value chain. In 2018, PM conducted market assessment to estimate the market size and potential for the solar drying technology and received interests from TOTAL Nigeria and ICRC in the solar drying technology. A second prototype of the solar drier was designed and is currently undergoing testing.

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**Paulina Ibrahim, a user and seller of improved cookstoves in Mubi, Adamawa state**

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To find out more, please visit our website: [www.propcommaikarfi.org](http://www.propcommaikarfi.org).
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