

# Engaging Policy as a Path to Sustainability

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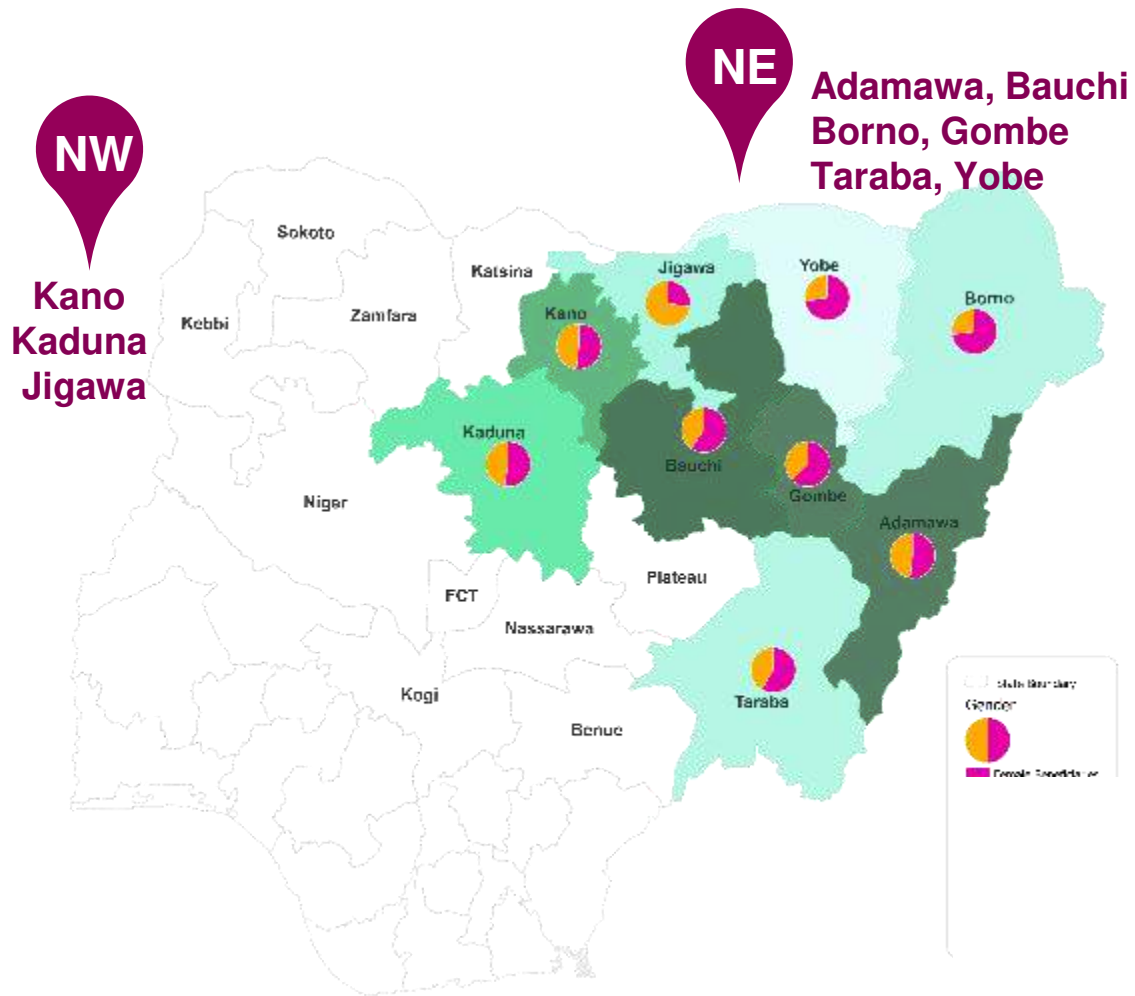
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Propcom



Mai-karfi

## A. An Overview of Propcom Mai-karfi



**Phase 1 (2012- 2018): 19 States**

**Extension Phase (2018- 2021): 9 Northern States**

## 4 Objectives for the Extension Phase



Economic recovery to improve livelihoods of the rural poor in NE Nigeria



Increase resilience of the rural poor to climate change by implementing interventions that employ CSA



Facilitate inclusive growth in rural and agricultural markets to address rural poverty and vulnerability



Continue to embed gender and Women's Economic Empowerment (WEE) across interventions and strategic areas

## 6 Markets

*Agricultural Inputs*



*Agricultural Mechanisation*



*Offtake, Storage, Markets*



*Poultry & Livestock*



*Climate Smart Agriculture*



*Access to Finance*



**1,250,000+**  
**Beneficiaries**

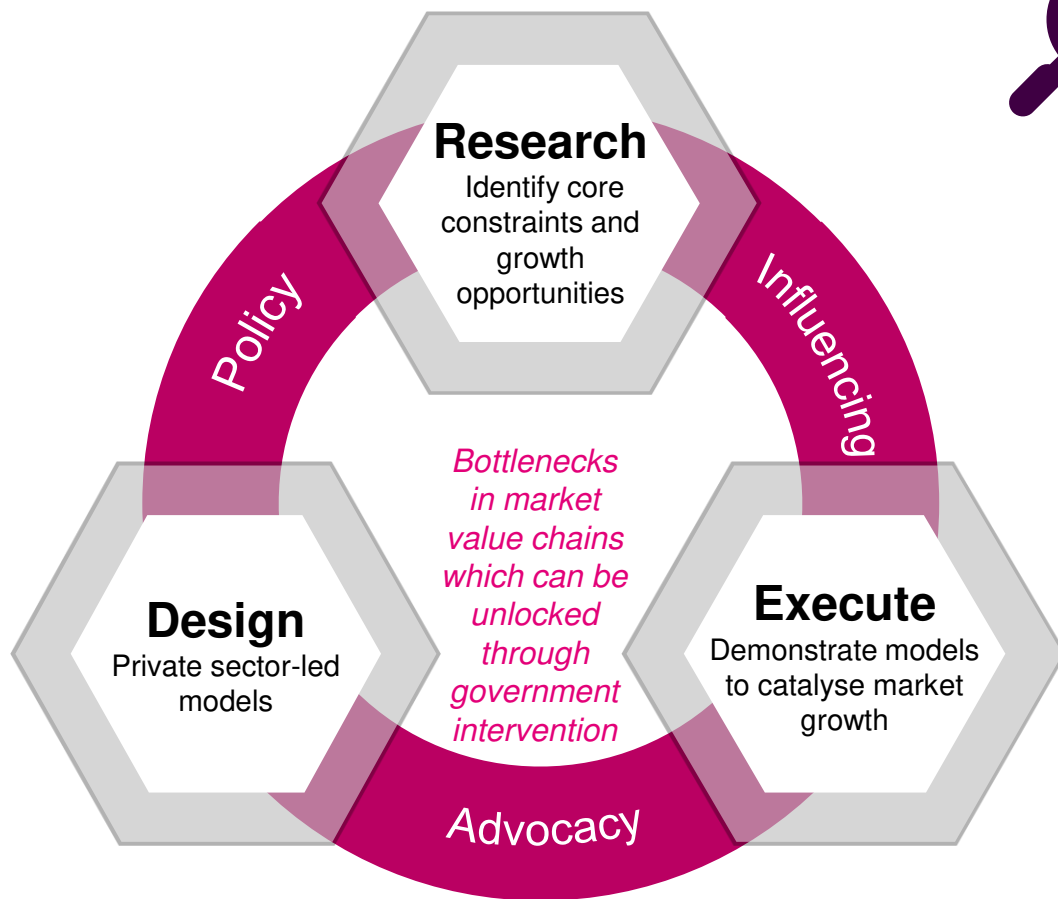


**£85 million+**  
**Investment Leveraged**



## **B. Our Approach to Policy Facilitation**

# Policy Facilitation is Opportunistic



## Regulatory environment review

- Absence of relevant policy requiring formulation
- Existing policy requiring more effective application
- Simple advocacy to key influencers
- Institutional strengthening



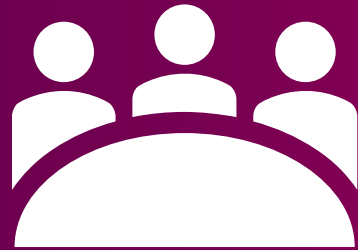
## Political economy analysis

- Identify key institutional driver or owner
- Identify influential stakeholders
- Obtain buy-in



## Advocacy and influencing

- Provide evidence to key influencers
- Offer solutions or recommendations
- Provide technical support where private sector-led



## **C. Ongoing Policy Engagements in Programme Markets**



# Agricultural Mechanisation

Accelerating agricultural mechanisation  
development through policy reform



# The Primary Constraint

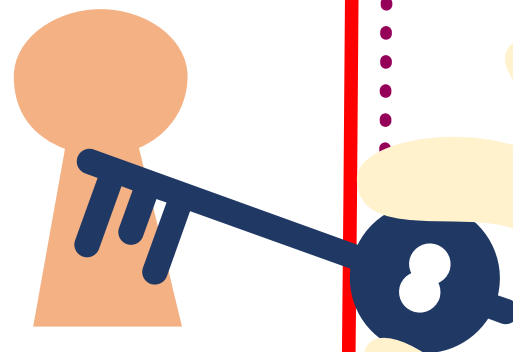
Slow supply of financing and risk aversion to agricultural lending

## Effect

- Insufficient tractor stock for commercial service delivery
- Significant demand but limited supply of services
- High cost of mechanisation services where available

## Solution

*75% credit risk guarantee with interest drawback instituted by NIRSAL*



## Expected Impact

- ✓ On-lending from FCMB, Sterling Bank
- ✓ Increased tractor stock
- ✓ 10X effect on access

# What we did

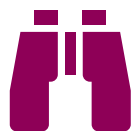
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## Stakeholder Analysis

2 weeks

- The **National Centre for Agricultural Mechanization (NCAM)** as institutional partner
- The Federal Department of Agriculture (FMARD) and NIRSAL as change agents
- Other partners and advocacy groups with an agricultural mechanisation focus across 7 stakeholder groups



## Preliminary Scoping

2 weeks

- 7 public, private and development organisations engaged
- **Preliminary insight on direction for resolving bottlenecks** e.g., access to finance, supply of appropriate technology, limited focus of existing policy on land preparation



## Policy review and benchmarking

2 weeks

- Review of Agricultural Transformation Agenda (2011 – 2015), Agriculture Promotion Policy (2016 – 2020) and associated programmes
- Benchmarking against best practices in Kenya, Brazil, etc.

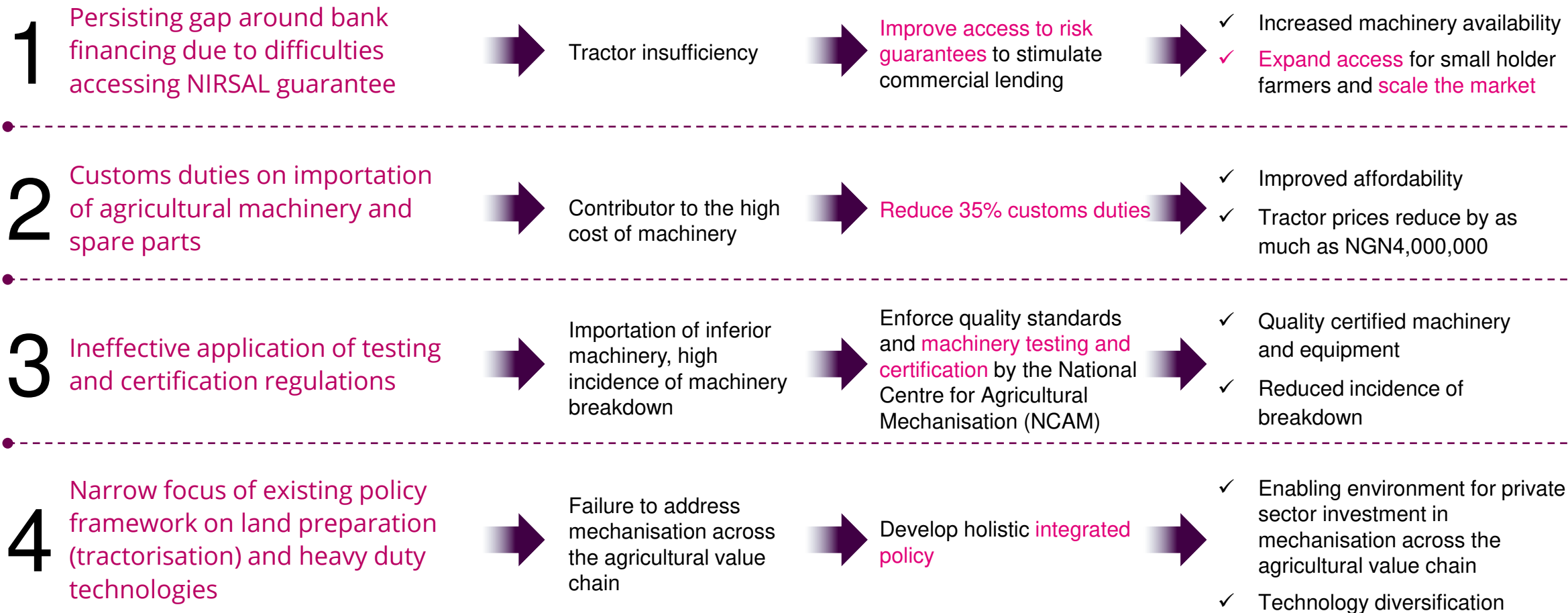


## Consultative workshops and validation

8 weeks

- **85 public and private sector organisations** at Federal and State levels
- Sector wide consensus building and validation of most pressing issue in view for policy
- Position paper with recommendations and action plan

# Bottlenecks to growth and sustainability



# Path to Scale

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- 1 Better access to **credit risk guarantees, diversify resources**

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- 2 **Holistic policy** covering the mechanisation value chain with private-sector led strategies

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- 3 **Institutional strengthening** support to NCAM

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- 4 Reduction or elimination of **importation tariffs**

# Changes in the Regulatory Space



**75% NIRSAL  
credit risk  
guarantee  
instituted with  
interest drawback  
2 years est.**



**FMARD**  
FEDERAL MINISTRY OF AGRICULTURE  
AND RURAL DEVELOPMENT

**Draft National  
Policy on  
Agricultural  
Mechanisation  
(NAPAM)  
24 months\***



**Visibility,  
geographical  
expansion  
11 months**



**FEDERAL MINISTRY  
OF FINANCE**

**Tariffs tractor  
importation  
reduced from 35%  
to 5% - Finance  
Bill, 2021  
2 years est.**

# Crop Protection Products (Agro-chemicals)

Promoting access to quality and proper use of agro chemicals through spray service providers (SSP)



# Importance of Crop Protection Products (CPPs) to Farmers' Productivity

**26-40%**

Global loss in crop production due to disease, pest & weeds

**~7.8 million**

Hectares of cereal  
lost due to Fall  
Army Worm in 2018



**~268 million**

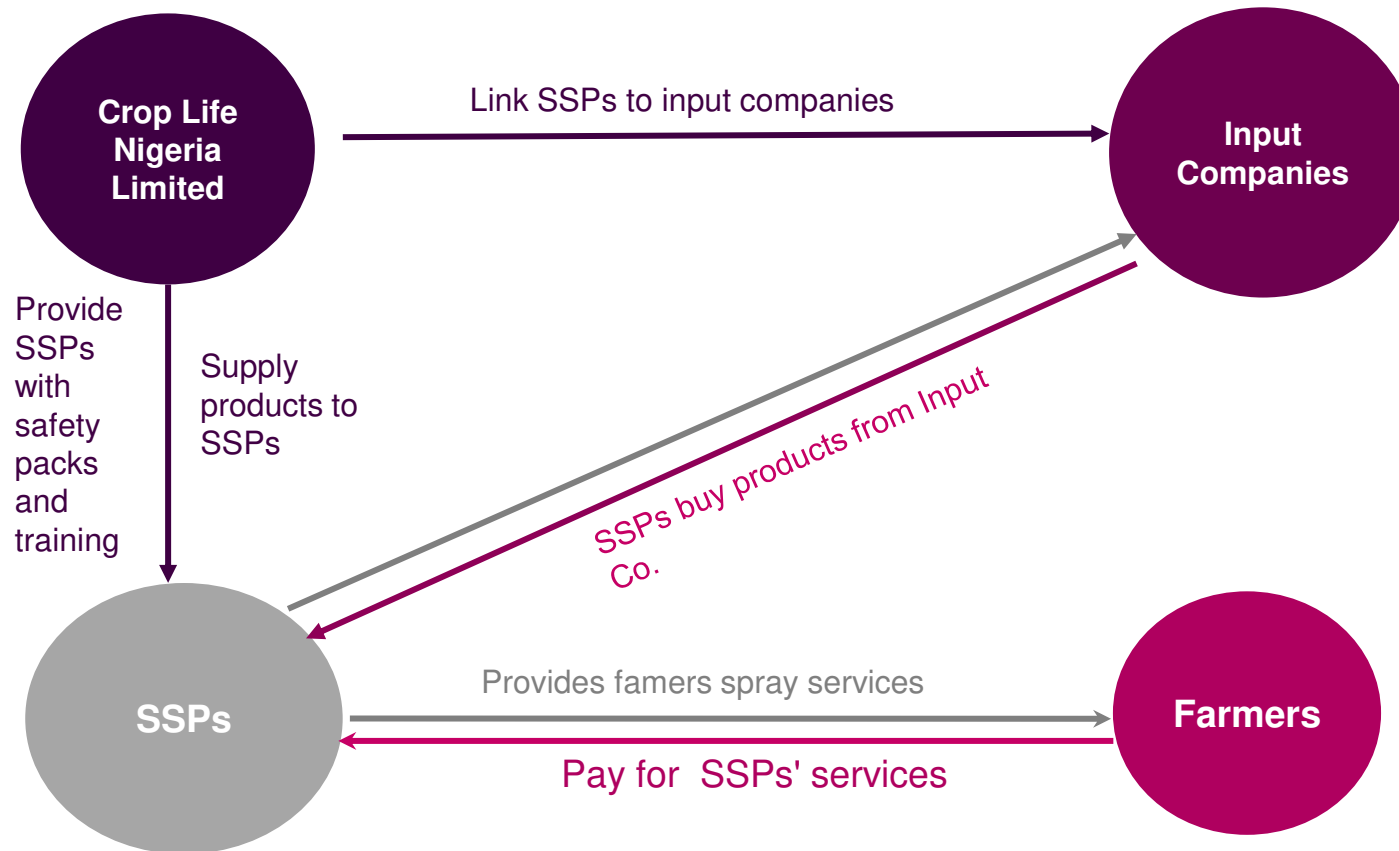
Resulting economic  
loss to households



**There is need for a specialised last mile channel to promote access to quality CPPs and safe and proper use of CPPs**



# The Spray Service Providers (SSP) Model – How It Works



- **1,260:** Network of SSPs
- **> 50,000:** Smallholder farmers (SHF) with access to CPPs



**The SSP Model is proven and needs to scale!**

# Scaling the SSP Model – The Role of Policy



## SSPs are critical channels for ensuring...

- Farmers' access to quality CPPs
- Safe handling and proper use of CPPs
- Environmental safety
- Health
- Food safety

Enable continued investment in the model

Develop and implement guidelines for the process

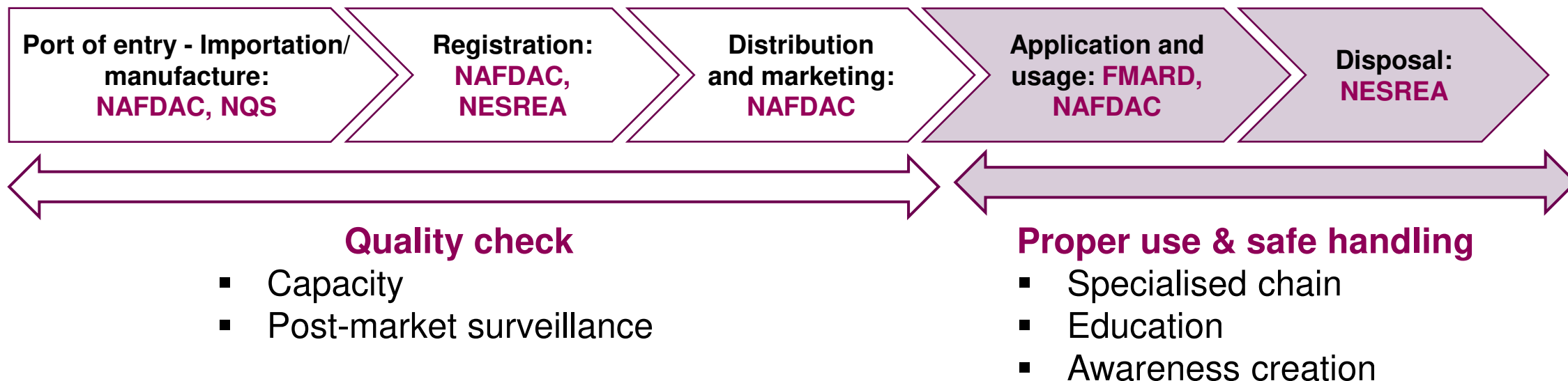
Drive compliance



**A regulatory authority is required to strengthen and support continued investment in the establishment of the SSP channel as a recognised channel for handling and administering CPPs**

# The CPP Regulatory Environment – Roles/Gaps

## CPP Supply Chain



Over-lapping roles  
Poor human and technical capacity  
**NO PESTICIDE BILL**

# National Environmental Standards and Regulations Enforcement Agency – NESREA

## NESREA's Role

Protection and development of the environment through **enforcement** of laws, guidelines, policies, standards and regulations

Section 29 of the NESREA Act mandates selected sectors to create an **Extended Producers responsibility (EPR)** programme.

## What is an EPR?

An environmental policy that places a demand on producers to bear responsibility (physical or financial) for the entire lifecycle of their products.

## Existing EPRs

- Electrical electronics
- Food and beverages
- Batteries

# Path to Scale – Pesticide EPR

## Institutionalise the SSP model



**Extended Producers  
Responsibility (EPR)  
programme**



Place the responsibility of product handling use and disposal on producers (manufacturers, importers, retailers)



Require producers to establish a network of SSPs for safe handling and guarantee proper use of their CPPs – linked to renewal of registration with NESREA



Create container management programme



Create awareness at regional and state levels

**Implemented and administered by a Producer  
Responsibility Organisation of the EPR programme**



# Potential Impact of the EPR Programme

An established institutional framework that will drive sustained safe delivery of quality pesticides to protect farmers' crops and which will result in ...



# Community Animal Health Workers (CAHW) Programme



# What We Found



**Rural access to veterinary services is limited**

Key constraint

Regulatory bottleneck



**Only Veterinarians are allowed to provide veterinary products (vaccines) and services**

Impact of the constraint

Rural livestock market is disconnected from the veterinary sector



**9,000 veterinarians**



# What We Did



Generated evidence to show gaps in rural access to veterinary services



Engaged with key actors –  
Veterinary Council of Nigeria (VCN)  
and others



# What VCN Did with PM's Support

1. Reviewed the existing curriculum
2. Engaged with Council Members on several advocacy meetings
3. Council members signed Communique
4. Ministerial approval and States advocated to implement



## Designed to address gaps

1. Efficiency: Ensured it is self-funding
2. Quackery: Supervisory framework
3. Competition: Defined roles and limits
4. Disease Reporting: Disease surveillance
5. Monitoring: State driven

# Results Overview

## Level of Adoption

Adoption by **7 States**

Adamawa, Bauchi, Benue, Borno, Jigawa, Kaduna and Plateau

INGO leveraging

The Food and Agriculture Organization of the United Nations (FAO)

Private sector leveraging

- Ambuvets Konsults
- Tropical Poultry Services

# Actions Needed to Sustain Efforts



Private sector  
Engagement



**More states to adopt  
and adapt**

**INGOs and other  
interested institutions  
to leverage this  
system**



Data aggregation  
for decision  
making



Awareness  
creation



Monitoring and  
supervisory  
system



## **D. Actions to Take Forward**

## Agricultural Mechanisation

- Unlock opportunities for alternative sources and types of **credit risk guarantees (CRG)** and atypical financing options
- Provide technical support to the Federal Ministry of Agriculture and Rural Development (FMARD) on geopolitical stakeholder engagement to develop **National Policy on Agricultural Mechanisation (NAPAM)**
- Enforce standards and **testing of agricultural machinery** and equipment by the National Centre for Agricultural Mechanisation

## Animal Health

- Veterinary Council of Nigeria needs to fully **control** the programme and ensure **proper supervision** of desk officers in each states through reports on the activities of each CAHWs.
- Proper **awareness creation** about the CAHW programme to encourage private practitioners and veterinary companies to leverage the network in accessing rural poultry and livestock farmers

## Crop Protection Products

- Drive the process of passage of the Pesticide Bill and its enforcement in strengthening institutional capacity for better regulatory enforcement

# Engaging Policy as a Path to Sustainability

Thank you for joining today's webinar  
Please use the Q&A feature to post your questions to the speakers



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A recording of this webinar and slides will be available on our website:  
<http://www.propcommaikarfi.org/webinar-3-engaging-policy-as-a-path-to-sustainability/>



Please share your thoughts on the webinar:  
link will be in the chat box

