

IFDC NIGERIA

Developing Agriculture from the Ground Up



ACTIVITIES REPORT 2022

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ACRONYMS & ABBREVIATIONS

2SCALE	Toward Sustainable Clusters in Agribusiness through Learning in Entrepreneurship
ABCs	Agribusiness Clusters
ADPs	Agricultural Development Programmes
AFAP	African Fertilizer and Agribusiness Partnership
AFO	Africa Fertilizer
AIPs	Agro-Input Packages
ANIDE	Nigerien Association of Fertilizer Importers and Distributors
BMGF	Bill and Melinda Gates Foundation
BoP	Base of Pyramid
BSS	Business Support Service
CATC	Community-Based Agricultural Training Centers
CBI	Centre for Business Innovations
CBU	The Cost Build-Up Study
DAIMINA	Developing Agri Inputs Market in Nigeria
DG	Development Gateway
EAS	Entrepreneurial Support Structures
EnGRAIS	Enhancing Growth through Regional Agricultural Input Systems
FCW	Friesland Campina Wamco
FEPSAN	Fertilizer Producers & Suppliers Association of Nigeria
FeSeRWAM	Fertilizer and Seed Recommendations Map for West Africa
FFBS	Farmer Field and Business Schools
FISS	Farm Input Support Services
FMARD	Federal Ministry of Agriculture and Rural Development
FTWG's	Fertilizer Technical Working Groups
FUBC	Fertilizer Use by Crop
IFA	International Fertilizer Association
IFAD	International Fund for Agricultural Development
MARKETS II	Maximizing Agricultural Revenue in Key Enterprises in Targeted Sites
MIR+	Marketing Inputs Regionally
NAERLS	National Agricultural Extension and Research Liaison
NATIP	National Agricultural Technology and Innovation Policy
NISS	National Institute of Soil Science
RRA	Rural Resilience Activity
SHFs	Smallholder Farmers
SSA	Sub-Saharan Africa
TAAT	Technologies for African Agricultural Transformation
TFO	Technical Field Officers
TRIMING	Transforming Irrigation Management in Nigeria
USAID	United States Agency for International Development
VIA	Village Input Agent
WAFA	West African Fertilizer Association
WAFP	West Africa Fertilizer Program

VISION

VISION OF HENK, PRESIDENT & CEO OF IFDC

On January 1, 2023, **Henk van Duijn** was installed as the new **President** and **CEO** of IFDC. **Henk's vision** is: "**One mission, one team**" with the ambition to return to the center court of IFDC's expertise areas while building on **IFDC's strategy 2020 - 2030**.

To help address the challenges facing global food systems, IFDC has developed its Strategy 2020-2030, which outlines four pillars of its work: **(1) developing better technologies, (2) catalyzing agricultural productivity, (3) strengthening markets, and (4) enabling impact**.



"Under my leadership, in the coming years, the four pillars of our strategy will strengthen the core of IFDC's research and interventions. Together, the four pillars of our work will help farmers improve the health of their soils, agricultural productivity, and household incomes, thereby contributing to the food security and economic development of their villages, their nations, and the world." **Henk van Duijn**

Henk brings a philosophy of soil health as the basis of a holistic to agricultural development. The realization of this vision will be achieved through staff and capacity development, special projects, the establishment of a Fertilizer and Soil Health Innovation center, and broad-based consulting services.

With the leadership of Henk van Duijn, IFDC wants to return to the forefront of soil health and fertilizer worldwide in the next **3 to 5 years**.

"IFDC will intensify its efforts to find solutions to future challenges through research on soil fertility and nutrient use efficiency. We have the knowledge and expertise to make a significant impact in sub-Saharan Africa, where soil nutrient depletion, both natural and human-induced, is an ongoing challenge."

Henk van Duijn

WORDS FROM IFDC COUNTRY DIRECTOR

Dear Partners,

It's a great honor to present to you the 2022 annual report. **IFDC Nigeria** over the past **20 years** have been able to make significant progress in the agricultural sector, **thanks to our dedicated team and strong partnerships with local, national, and international organizations.**

The past year has been full of challenges following the post-covid economic and social crises as well as the war between Russia and Ukraine which have both affected almost every country in the world including Nigeria. However, we have been resilient as most of our activities have achieved our targets.



Through the various programs, **HortiNigeria, Toward Sustainable Clusters in Agribusiness through Learning in Entrepreneurship (2SCALE), AfricaFertilizer(AFO), Feed the Future Enhancing Growth through Regional Agricultural Input Systems Project for West Africa (EnGRAIS), Transforming Irrigation Management in Nigeria (TRIMING), Extension Service Supervision Project, and the Feed the Future Nigeria Rural Resilience Activity (RRA)** have been able to achieved some notable milestones include capacitating agricultural value chain actors to become resilient, collaborating with the private sector to close some data gaps in the fertilizer industry to enhance better decisions, promoting women economic empowerment intervention on the dairy sector, facilitated evaluation and monitoring of the agro-input packages (**AIPs**) conducted a business facilitation between Fertilizer Producers & Suppliers Association of

Nigeria (**FEPSAN**) and the Nigerian Association of Fertilizer Importers and Distributors (**ANIDE**), capacity building of agro-dealers and farmers on eco-efficient practices through training, field days and digital extension services.

These achievements were possible because of the resilience of **IFDC** to persevere spirited development of the agricultural sector in line with its organizational mandates.

At this point, let me **thank our Donor partners for their trust**, which has enabled us to invest in the **development of agriculture in Nigeria** over the past year.

Lastly, kindly go through the full report to get the details narrative of **our achievements in 2022.**

Yusuf Dramani

Country Director

INTRODUCTION



1. INTRODUCTION

IFDC (International Fertilizer Development Center) created in 1974 and based in Alabama in the United States, is an international public institution working for food security, poverty reduction in developing countries through the development and dissemination of technologies Efficient soil fertility management, development of agricultural input and market markets of agricultural products.

IFDC is recognized as a global centre of excellence with its coordination offices for the implementation of activities in several countries in North and West Africa, SouthAfrica and Asia. IFDC uniquely addresses global issues of food security and poverty by bridging the gap between

research and impact, combining science-based innovations, holistic market systems development, an enabling policy environment and strategic partnerships to help farmers and countries identify and scale sustainable agricultural solutions. including better efficiency in nutrient utilization. These approaches are needed to boost soil health and crop productivity while reducing the environmental impact of fertilizer use. IFDC translates research into action using local, environmentally friendly and impact-oriented solutions. Together with our partners, we seek to close the yield gap, eradicate world hunger, safeguard the soils on which our lives depend, and generate economic resilience for farming households and the countries in which they live.

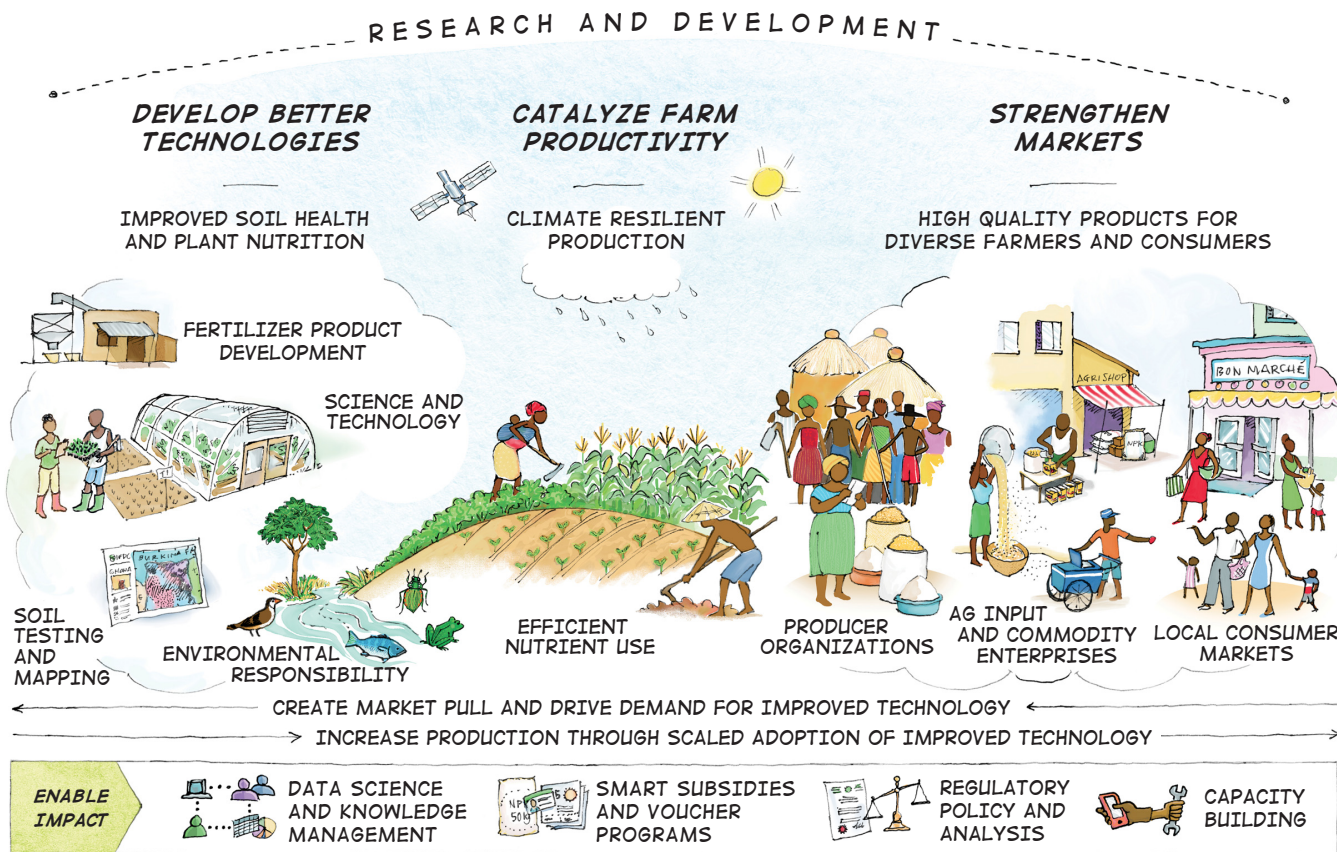


FIGURE 1. IFDC Strategy 2020-2030 to Feed the World

FOCUS ON THE COUNTRY: NIGERIA

SOIL CONDITIONS AND FERTILIZER SITUATION

Nigeria is Africa's most populous country, with approximately **218.5 million** inhabitants, growing by **3 percent per year**. Much of the population is young, with **59 percent** of its inhabitants being under the age of **35**. Nigeria has **70.8 million hectares** of agriculture land area with **maize, cassava, guinea corn, yam beans, millet and rice** being the major crops. Over **70 percent** of Nigerians engage in the agriculture sector mainly at a subsistence level and **53 percent** of the population lives in rural areas.

Agriculture generated **29.6 percent** of Nigeria's **GDP in 2022** but despite this contribution to the economy, Nigeria's agricultural sector faces many challenges which impact on its productivity. These include poor land tenure system, low level of irrigation farming, climate change and land degradation. Others are low technology, high production cost and poor distribution of inputs, limited financing, high post-harvest losses and poor access to markets. Fertilizer use in Nigeria, though growing, is still very low especially if considered in relation to the growing food needs of the country.

These challenges have stifled agricultural productivity, affecting the sector's contribution to the country's **GDP** as well as increased food imports due to population rise hence declining levels of food sufficiency. With the increasing population, estimated to reach **400 million** by **2050**, enhanced agriculture productivity through adaptation of new technologies and innovations is necessary to ensure food and nutrition security. The work of IFDC through its ongoing projects and the support from all partners in addition to efforts by the federal and state governments is therefore critical towards achieving this goal.

A BRIEF HISTORY OF IFDC'S INTERVENTIONS IN NIGERIA.

IFDC opened its office in Nigeria in **2003** and now has close to **20 years** of experience in the country, empowering millions of smallholder farmers to become food and income secure. IFDC has contributed to rural development through the implementation of various development projects and programs including:

- » Developing Agri Inputs Market in Nigeria (**DAIMINA**) program,
- » Nigeria Fertilizer Voucher Program,
- » Marketing Inputs Regionally (**MIR+**),
- » Maximizing Agricultural Revenue in Key Enterprises in Targeted Sites (**MARKETS**) II, the West Africa Fertilizer Program (**WAFP**),
- » Toward Sustainable Clusters in Agribusiness through Learning in Entrepreneurship' (**2SCALE**) program,
- » Africa Fertilizer (**AFO**),
- » and other projects related to integrated soil fertility management. Nigeria is also one of the countries covered by the Feed the Future "Enhancing Growth through Regional Agricultural inputs Systems" (**EnGRAIS**) in West Africa.

IFDC's recent interventions in Nigeria have focused on harnessing and deploying innovative and sustainable agricultural productivity, eco-efficient and climate solution technologies, digital tools, and market systems approaches to improve crop and animal productivity, food and nutrition security and food quality and safety standards.

This report provides an overview of IFDC's interventions in the **2021-2022-year**, related investments, alignment of activities with the Government Action Plan and major results achieved.



CURRENT INTERVENTIONS

2. IFDC'S CURRENT INTERVENTIONS IN NIGERIA

MISSION

In order to contribute to rural development in developing countries, IFDC's mission is to develop, through the combination of innovative research, agricultural market expertise and strategic public-private partnerships, sustainable technologies for managing soil fertility and increasing agricultural productivity, that improve the incomes and well-being of both producers and entrepreneurs, while preserving the environment and natural resources.

OBJECTIVES OF PROJECTS AND PROGRAMMES IMPLEMENTED BETWEEN 2011 AND 2023.

HortiNigeria

(2021-2025), Embassy of the Kingdom of the Netherlands in Nigeria.

HortiNigeria is a four-year (2021-2025) horticulture sector development program funded by the Dutch Government through the Embassy of the Kingdom of the Netherlands (EKN) in Abuja, Nigeria. The International Fertilizer Development Center (IFDC) and its consortium partners: East-West Seeds Knowledge Transfer (EWS-KT), Wageningen University & Research (WUR), and Royal Tropical Institute (KIT) are implementing the program in Kano, Kaduna, Ogun, and Oyo states.

The goal of the program is to facilitate the development of a sustainable and inclusive (gender and youth) horticulture sector that contributes to food and nutrition security in Nigeria. To achieve this goal, HortiNigeria aims to nurture a change that will, catalyze increased productivity for **60,000 smallholder farmers (40% women and 50% youth)** that will be exposed to improved agricultural; increase acreage under sustainable land use by **15,000 hectares**; reduce the risk and impact of seasonality by piloting innovative production systems with **2,000 entrepreneurial farmers (40% women and 50% youth)**; increase access to finance for **50 horticulture-related MSMEs**; facilitate six million Euros through various financial mechanisms for private MSMEs in the horticulture sector; Create **1000 direct jobs (40% women, 50% youth)** in horticulture MSMEs; Facilitate **200 business-to-business opportunities identified and 100 business partnerships**.

HortiNigeria is implemented in Kaduna, Kano, Ogun, and Oyo states within seven value chains consisting of cabbage, cucumber, okra, onion, pepper, tomato, sweetcorn and watermelon through the four

program components which are:

- » Increasing productivity and income of smallholder farmers in Kaduna and Kano
- » Piloting production innovation systems and regional diversification with entrepreneurial farmers in Ogun and Oyo states.
- » Increasing Access to finance for MSMEs
- » Enhancing sector coordination and business-to-business linkages.

TOWARD SUSTAINABLE CLUSTERS IN AGRIBUSINESS THROUGH LEARNING IN ENTREPRENEURSHIP (2SCALE) PHASE 2

(2019-2023), Netherlands Directorate-General for International Cooperation (DGIS).

The 2SCALE program seeks to improve rural livelihoods and food security in Africa by accelerating inclusive business in agri-food industries through public-private partnerships. The first phase of 2SCALE operated in Benin, Côte d'Ivoire, Ethiopia, Ghana, Kenya, Mali, Mozambique, Nigeria, and Uganda and saw over 600,000 smallholder families significantly increase their income and over 2,500 entrepreneurs multiply sales through 52 agribusiness partnerships. The program works with farmers and small-scale entrepreneurs with a focus on staple crops, oil seeds, feed and fodder, and vegetables. 2SCALE builds networks that connect farmers, buyers, and support services, enabling them to create and grow new businesses. More than €50 million has been co-invested by the private sector. Phase II of 2SCALE is currently ongoing in Nigeria, Niger, Mali, Kenya, Ghana, Ethiopia, Côte d'Ivoire, and Burkina Faso. In Nigeria, the program now features 11 partnerships, including three in horticulture.

FEED THE FUTURE ENHANCING GROWTH THROUGH REGIONAL AGRICULTURAL INPUT SYSTEMS (EnGRAIS) PROJECT FOR WEST AFRICA

(2018-2023), U.S. Agency for International Development (USAID).

Building upon the successes of the USAID-funded West Africa

Fertilizer Program (WAFP), EnGRAIS is increasing the availability and use of appropriate and affordable fertilizers for **smallholder farmers** in West Africa. In partnership with African-led institutions, the project is developing competitive, inclusive, and private sector-led regional and national fertilizer markets through the **West African Fertilizer Association (WAFA)** and other relevant industry actors and associations. EnGRAIS is aggressively promoting and reforming national-level fertilizer subsidy programs to stimulate regional commercial activity and investment. EnGRAIS is being implemented in **Nigeria** and all other **ECOWAS member countries**, as well as **Chad** and **Mauritania**, with a U.S. \$10 million budget.

TRANSFORMING IRRIGATION MANAGEMENT IN NIGERIA (TRIMING) PROJECT EXTENSION SERVICE SUPERVISION (2016-2022)

World Bank in collaboration with the Federal Ministry of Water Resources.

The **TRIMING** project is improving access to irrigation and drainage services while strengthening institutional arrangements for integrated water resource management and agriculture service delivery in selected large-scale public schemes in **northern Nigeria**. IFDC is promoting improved technologies and building the capacity of farmer organizations, which is key to enhancing productivity in the rehabilitated schemes and improving farmer participation in selected crop value chains. A total of **283 farmer groups** have been trained on productivity-enhancing technologies and extension strategies, including more than **7,000 farmers** in the **tomato and rice value chains**; **3,644 clients** have adopted improved agricultural technologies; and over **120,000 smallholder farmers** have been reached by project interventions. **TRIMING** is being implemented in northern Nigeria with a **cumulative budget** for IFDC of U.S. \$1.8 million.

FEED THE FUTURE NIGERIA RURAL RESILIENCE ACTIVITY (RRA)

(2019-2024), USAID.

IFDC is a key consortium member in the implementation of **RRA** in Nigeria being led by **Mercy Corps**. This activity is benefiting **90,000 households** across the **four Nigerian states** of **Adamawa, Borno, Gombe, and Yobe**. IFDC, with a budget of U.S. \$1.9 million, IFDC oversees the interventions related to **Community Seeds Production Development, Livestock Feeds Development, On-Farm and Post-Harvest Handling, Contract Farming, Mechanization, and Producer Organization Development**. IFDC's role serves to improve farm practices for increased productivity and income of farming populations by engaging with public/private extension service providers and input network actors, among others, to ensure appropriate technologies and practices are mainstreamed into their primary activities. **RRA** works within selected value chains that have the potential to drive economic expansion, expand inclusion of vulnerable groups (especially youth

and women), and build resilience of individuals, households, and communities.

AfricaFertilizer

(2010-Present), IFA, BMGF, AFAP

AfricaFertilizer aims to contribute to the development of a sustainable and profitable agriculture sector in Africa through the provision of clear and opportune information on fertilizers to fertilizer stakeholders globally. In attaining this target, AfricaFertilizer is progressively working to develop, manage, facilitate, and share technical and market information on fertilizers in Africa to support the implementation of continental, regional, and national agricultural policies for the benefit of both the public and private sector, including smallholder farmers and agro-dealers.

Led by IFDC, AfricaFertilizer.org now rebranded as AfricaFertilizer on the **29 November 2022**, has been implementing, since **2010**, its activities across the **sub-Saharan Africa (SSA)** region with support and funding from the **International Fertilizer Association (IFA)**, **African Fertilizer and Agribusiness Partnership (AFAP)**, and the **Bill and Melinda Gates Foundation (BMGF)** through **Development Gateway (DG) An IREX Venture**.

ALIGNMENT WITH THE COUNTRY'S AGRICULTURAL POLICY

IFDC projects/programmes, mentioned above, and implemented in Nigeria are perfectly in line with the country's agricultural policy.

In August 2022, the **Federal Ministry of Agriculture and Rural Development (FMARD)** launched a new agriculture policy called the **National Agricultural Technology and Innovation Policy (NATIP)** to provide a roadmap for the transformation of the agri-food systems in Nigeria. **NATIP** has a **6-year (2022 - 2027)** time frame to generate thrust, capabilities, and massive public and private sector investments for successful implementation. The policy aims to bring about long-lasting economic and social change through public and private sector investments in agriculture and rural development. It also seeks to meet the needs of women, young people, and people with special needs by consciously incorporating technology and innovation into the agricultural sector. With the assistance of the **United States Agency for International Development (USAID) in Nigeria** and other development partners, **NATIP** seeks to create synergies with sub-nationals and develop and spread useful technologies and innovations that cater to the needs of farmers.

As is the case with the objectives of ongoing **IFDC projects in Nigeria**, all efforts are aimed at increasing agricultural productivity in order to provide sufficient quantities of food to meet domestic demand as well as enabling access to markets, reversing forest loss and degradation; promoting sustainable management of natural resources; rehabilitation of degraded lands and reducing climate vulnerability.

MAIN ACTIVITIES



3. MAIN IFDC PROJECT ACTIVITIES IN NIGERIA & RESULTS IN 2022

IFDC is currently implementing **six (6) national and regional projects/programs** relating, among others, to: **1)** Facilitating the development of a sustainable and inclusive horticulture sector to foster food and nutrition security in the country (**HortiNigeria**); **2)** the development of agricultural chains and market systems to facilitate access from producers to agricultural and financial services needed to improve their productivity (**2SCALE Program**); and **3)** Increasing the availability and use of appropriate and affordable fertilizers for smallholder farmers in West Africa (**EnGRAIS**); **4)** serves to improve farm practices for increased productivity and income of farming populations by engaging with public/private extension service providers and input network actors, among others, to ensure appropriate technologies and practices are mainstreamed into their primary activities (**RRA**); **5)** improving access to irrigation and drainage services while strengthening institutional arrangements for integrated water resource management and agriculture service delivery (**TRIMING**); **6)** AfricaFertilizer aims to contribute to the development of a sustainable and profitable agriculture sector in Africa through the provision of clear and opportune information on fertilizers to fertilizer stakeholders globally (**AFO**).

HORTINIGERIA ACTIVITY AND RESULT HIGHLIGHTS

HortiNigeria is a **four-year (2021-2025)** sector transformational program that aims to facilitate the development of a sustainable and inclusive **horticulture sector** that contributes to food and nutrition security in Nigeria. In its first full year of implementation, the program conducted the following activities translating to the results below:

Activities

The following activities were carried out under the HortiNigeria program in the reporting year.

- » Capacity building of farmers and agro-dealers on eco-efficient practices through training, field days and digital extension services
- » Strengthening agribusiness clusters via meetings, coaching, market access, etc.
- » Identification of innovations through bottom-up participatory processes and scoping exercises.
- » Establishing Partnerships for Innovation Scaling through scoping exercise, diagnosis and design, and onboarding.
- » Identification of Financial services/products and MSMEs through

literature reviews, meetings, and scoping study.

- » Enhancing sector coordination via consultative review meetings with stakeholders and literature reviews.
- » Facilitating business-to-business linkages and partnerships through Vegetable Sourcing Mission, field days, and informal matchings.

Results

HortiNigeria through its savvy and young **Technical Field Officers (TFOs)** sensitized farming communities to gain the **buy-in of farmers** within intervention areas, and **19,428 (7,848 adult males; 5,302 adult females; 6,278 youth) smallholder farmers** were sensitized.

A total of **379 demonstration plots** were established, with **281 completed, 91 ongoing**, and seven terminated due to poor commitment from farmers.

The program exceeded its **smallholder farmer training target by 20%**, equipping **12,174 farmers** with knowledge on agricultural practices. Of the farmers trained, **59.3%** were men, **40.7%** were women, and **77.2%** were youth (under 35 years).

- » Throughout the reporting period, the program identified **84 agro-input dealers** in the HortiNigeria ABCs and **30 (29 males, 1 female)** received training on GAPS, bolstering their knowledge and capacity to reach farmers at the last mile. By the end of 2022, **3,895 farmers (3,571 males, 324 females)** received extension advisory services from the agro-dealers.
- » Throughout the reporting period, **12 ABCs** were created, one within each of the **12 LGAs** in Kaduna and Kano states. A total of **1,669 actors (1,579 males, 98 females, and 720 youth)** in the value chain (excluding farmers) were identified, and a database profiling them has been established.
- » HortiNigeria employed a bottom-up participatory approach to identify **20 innovations** with **young entrepreneurs** cutting across Production-based innovations (e.g., **drip irrigation, Integrated pest management, insoluble fertilizer, plastic mulching, etc**), Value chain-based innovation (e.g **E-payment, Jute bags, Solar-powered coolers, etc.**) and **Business supporting innovation** (e.g **Digital marketing**).
- » Building on the **2SCALE approach**, HortiNigeria identified and engaged **14 business champions** that will scale up identified

innovations to entrepreneurial farmer startups. At full capacity, HortiNigeria anticipates that each business champion will scale innovation to about **150 entrepreneurial farmers**, thereby boosting productivity and reducing dependency on supply to the Lagos market.

- » At the end of 2022, 525 entrepreneurial farmers (370 in Ogun and 155 in Oyo) were identified and linked with business champions who have the technical capacity and the entrepreneurial skills to pilot market-driven horticultural innovations.
- » **13 financial institutions and 86 MSMEs** that operate within the program's four target states and Lagos state were identified.
- » More than **69 business opportunities** identified, and **02 partnerships** established **Tomato Jos and Candel**.

For more information on HortiNigeria, the link: <https://ifdc.org/projects/hortinigeria/>



HortiNigeria Consultative Meeting held in Kano State

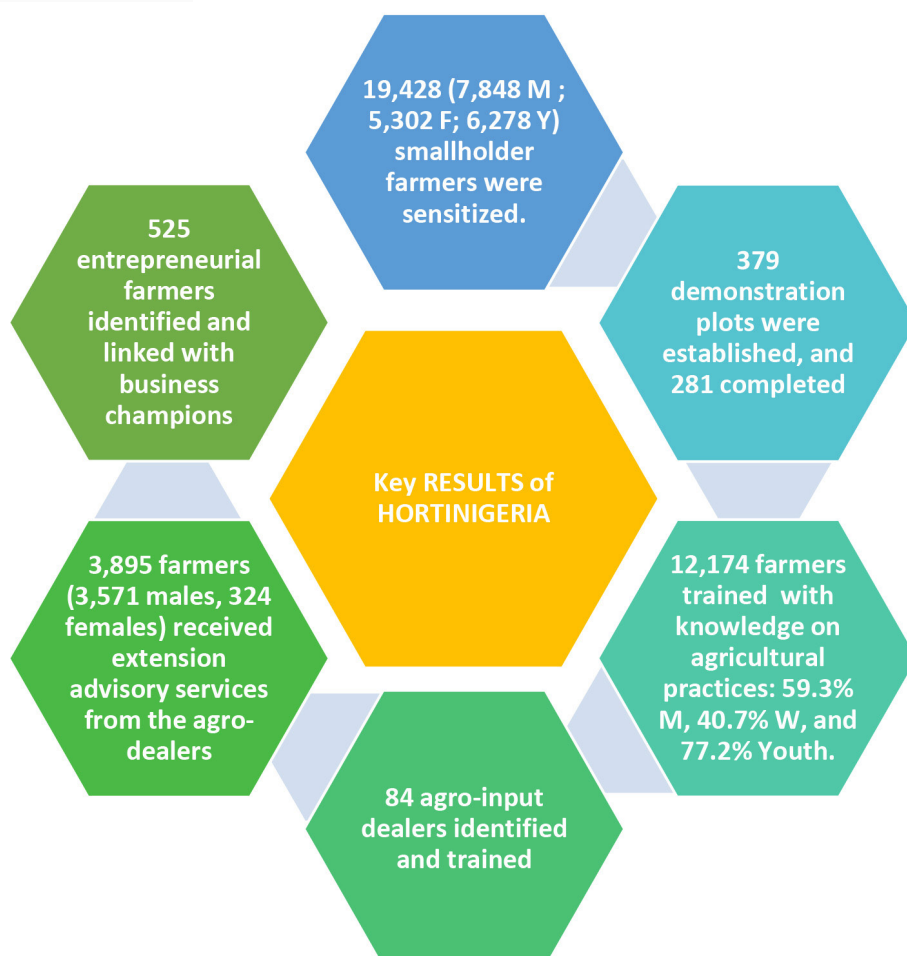


FIGURE 2. Key Results of HortiNigeria



"I am Naima Abubakar, a 27-year-old mother of three from Gaida in Kano state. I was introduced to HortiNigeria through my husband, who is a core farmer. Though I am a baker, I became interested and ventured into vegetable farming because of all the exciting stories my husband shared with us when he attended field days. Replicating some of the techniques he learned, my field grew beautifully, attracting other farmers, particularly men, who encouraged their wives to come learn from me. At the end of the cropping cycle, I harvested more than 30 crates and sold the produce immediately, as buyers were interested in the quality."

Naima, a farmer in Gaida, Kano state, who now teaches good agricultural practices

FEED THE FUTURE NIGERIA RURAL RESILIENCE ACTIVITY (RRA) ACTIVITY AND RESULT HIGHLIGHTS

Since 2019, IFDC has worked with Mercy Corp to facilitate economic recovery and growth in vulnerable, conflict-affected areas including Adamawa, Borno, Gombe and Yobe states. With the intent of promoting systemic change in market systems, IFDC champions interventions aimed at improving farm practices for increased productivity and incomes for farmers through engagement with value chain actors, public/private extension service providers, and others by ensuring appropriate technologies and practices are mainstreamed into the primary activities of the respective partners.

Activities

The following activities were carried out in the period under review:

- » Coordination and Inception Meeting with the State Agricultural Development Programmes (ADPs).
- » Establishment and Management of Community-Based Agricultural Training Centers (CATC).
- » Dissemination and Adoption of Agricultural Innovations/Improved Practices amongst Smallholder Farmers in North-East Nigeria.
- » Strengthening Institutional Capacity and market system development towards livelihood improvement.
- » Promotion of Mechanization Services and Postharvest Handling Technologies to Smallholder Farmers

- » Adaptation and customization of agricultural extension materials as required for each target value chain.
- » Establishment of Community Seed Entrepreneurs and Strengthening Inputs Supply
- » Organizing Regional Dialogue on Input Policy and Establishment of North-East Resilience Platform.
- » Contributing to improving the overall agricultural programming and reporting of the Rural Resilience Activity

Results

The following results were achieved in the reporting year:

- » 208 (Gombe 55, Adamawa 59, Borno 56 and Yobe 38) Demonstration Plots have been established across all the target locations, providing capacity building opportunities to over 11,128 (57% Youth and Women) Smallholder Farmers in NEN.
- » Over 8,450 (65% Youth and Women) Smallholder Farmers were reached through the 2022 Wet Season Green Field Day.
- » 9,553 (4,985F;4,568M) Participants reached with Business Plan Development and Coaching, SMART Skills, Post-harvest handling and mechanization services through promotion and marketing of modern storage facilities and mechanized handheld planter respectively, with a corresponding sale of NGN42,156,300 generated. 151 (110M; 41F) seed entrepreneurs were trained on CBSP within the year. Out of this number, 98 seed entrepreneurs (64.9%) established a total of 120.93 ha of assorted crop seeds varieties across the states.

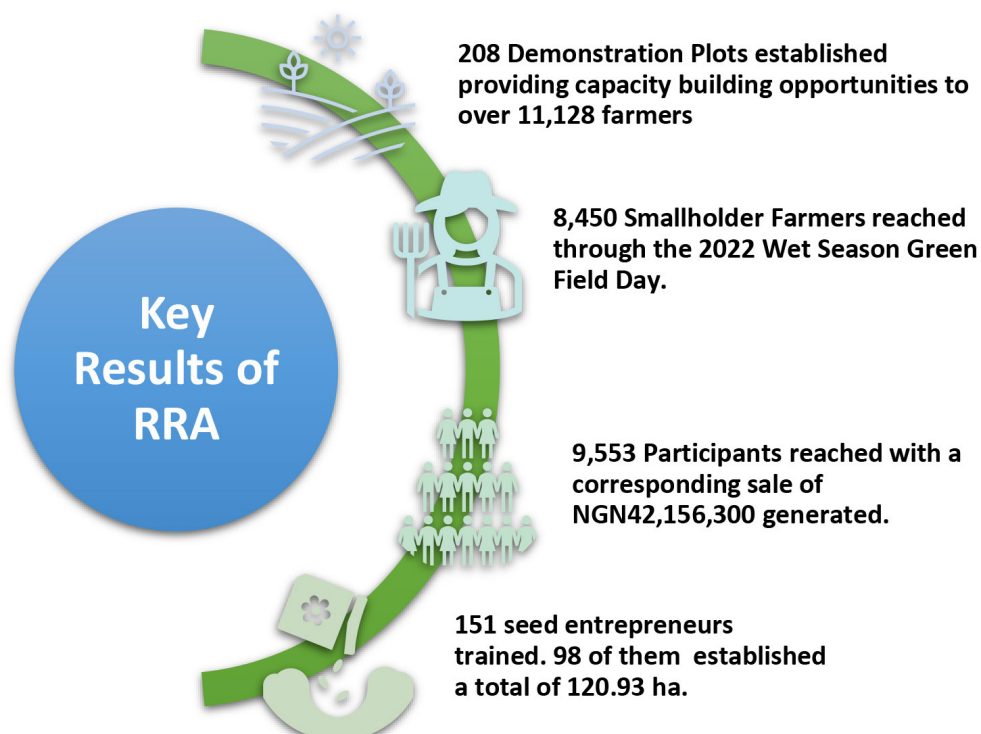


FIGURE 3. Key Results of RRA

For more information on RRA, click this link: <https://ifdc.org/projects/nigeria-rural-resilience-activity-rra/>



Mallam Salam Jauro is a smallholder rice farmer from Ashaka Funakaye LGA of Gombe State. In 2022, he received training on Good Agronomic practices that improved his production and productivity. The knowledge he gained on improved seed variety and early maturing seeds made him buy better seeds which he used along with production techniques such as plant spacing, appropriate fertilizer and fertilizer application, weed and pest control methods, harvesting and post-harvest handling. Mallam Sambo smiled to the bank after harvest as his productivity doubled from 7 bags to 14 bags of rice. "My standard of living has changed for good because of the knowledge I have gained from the RRA project."

Mallam Salam Jauro a farmer from Gombe State, who has increased his rice yields and improved his livelihoods.

AFRICA FERTILIZER (AFO) ACTIVITY AND RESULT HIGHLIGHT

For more than 10 years, AFO has operated in Nigeria among other countries to contribute to the development of a sustainable and profitable agriculture sector in Africa through the provision of clear and opportune information on fertilizers to fertilizer stakeholders globally. To continue to achieve this, several activities were conducted in 2022 as highlighted below:

Activities

- » Partnered with the West African Fertilizer Association (WAFA) and national FTWG members, including the local private and public sector, to collect, validate, and publish fertilizer statistics in Nigeria.
- » Focus on improving the availability and quality of primary and secondary production data in SSA
- » Conduct Fertilizer Use by Crop (FUBC) studies for Nigeria supported by the private sector. The Nigeria study is being commissioned with initial groundwork and work planning undertaken in December 2022.
- » Implementing the Nigeria Private Sector Partnership (Closing the data gap in the Nigerian Fertilizer Industry)

Results

The following achievements were recorded under the 4 intermediate results framework:

Improved access to reliable and up-to-date fertilizer statistics and data

- » Provided up-to-date data on fertilizer production, trade, and apparent consumption.
- » Consolidated and refined findings from existing fertilizer

consumption and use by crop studies. Nigeria FUBC study supported by the private sector commissioned for Dec 2022 to run through to Q1 of 2023.

- » Upscaled the Fertilizer Technical Working Groups (FTWG's) to cover more fertilizer data such as limestone.

Improved the web-based portal and communication.

- » Provided online access to Nigeria fertilizer data and information through the newly revamped AfricaFertilizer website. The new platform provides cross comparison capabilities as well as more granular data sets core to AfricaFertilizer's mandate. The user interface has also been greatly improved.
- » Embarked on the development of a communication strategy for AfricaFertilizer for both internal and external facing engagements. This will be finalized in Q1 of 2023. Development of a branding strategy and co-branding strategy with our partners has also been kickstarted.
- » Disseminated information on available fertilizers through all AfricaFertilizer platforms and partner events.

Improved access to fertilizer information and market intelligence

- » Updated fertilizer production plants and capacities and made that available to the public.
- » Updated and expanded fertilizer production directories.
- » Through the Nigeria private sector partnership, there has been tremendous improvement in availability and quality data such as; Fertilizer Cost Build-up, Bi-monthly retail fertilizer prices, quarterly market situation, NPK production statistics.
- » AfricaFertilizer also developed a fertilizer balance sheet for sub-Saharan Africa that has been used in ongoing interventions around the fertilizer crisis e.g IFA to advise the UN Global crisis response group, Sustain Africa Initiative, World Food program and World Bank.



AfricaFertilizer Business Meeting with Private Sector



Dr. Innocent Okuku, Executive Secretary WAFA

Many industry actors, including the West African Fertilizer Association (WAFA), find value in AfricaFertilizer's data validation work as the output calibrates their respective private sector activities. "WAFA works with IFDC and other partners across each of the countries in West Africa to look at the data of production, export, consumption and other things related to fertilizer, to assess the progress we are making to get greater output for agriculture," Dr. Innocent Okuku, Executive Secretary of WAFA said.

TRIMING ACTIVITY AND RESULT HIGHLIGHT

In the reporting year, IFDC continued in its efforts to enhance Agricultural Productivity and provide to support to Value Chains Development within irrigation schemes in the Northern Nigeria through the implementation of key activities as shown below.

Activities

The underlisted activities were carried out in the reporting year:

- » Established of Farmer Field and Business Schools (FFBS)
- » Strengthened the capacities of ADP facilitators through training and supervision of their activities.
- » Create linkages between farmers and agro-input dealers improving accessibility to quality inputs.
- » Facilitated access to market as well as financial institutions.

Results

The following results were recorded in the reporting period:

- » A total of 212 FFBS (208 for rice and 4 for tomato) FFBS were

formed, and their learning fields established for both dry and wet season of 2022.

- » 10,344 (7,517 male and 2,827 female) farmers were enrolled and trained in line with the TRIMING project protocol.
- » In 2022 a total of 114.25ha of land were cultivated as FFBS learning fields for 2022 dry and wet seasons
- » During the reporting period, a total 2 major networking (green and brown field days) activities were conducted across the five project intervention schemes.
- » A total of 1619 (1283 male and 386 female) farmers who were present at the event were opportune to interact other stakeholders and partners (eg agro input dealers, aggregators financial institutions as well as water user officials)
- » 178 (125 male, 53 female) farmer facilitators were trained with regards to the TRIMING project guidelines who will assist ADP facilitators in extension service delivery.
- » TRIMING provided a total of 149 Samsung tablets which were distributed across the five (5) intervention states for use.

For more information on TRIMING, click this link: <https://ifdc.org/projects/transforming-irrigation-management-in-nigeria-triming-extension-service-supervision-project/>

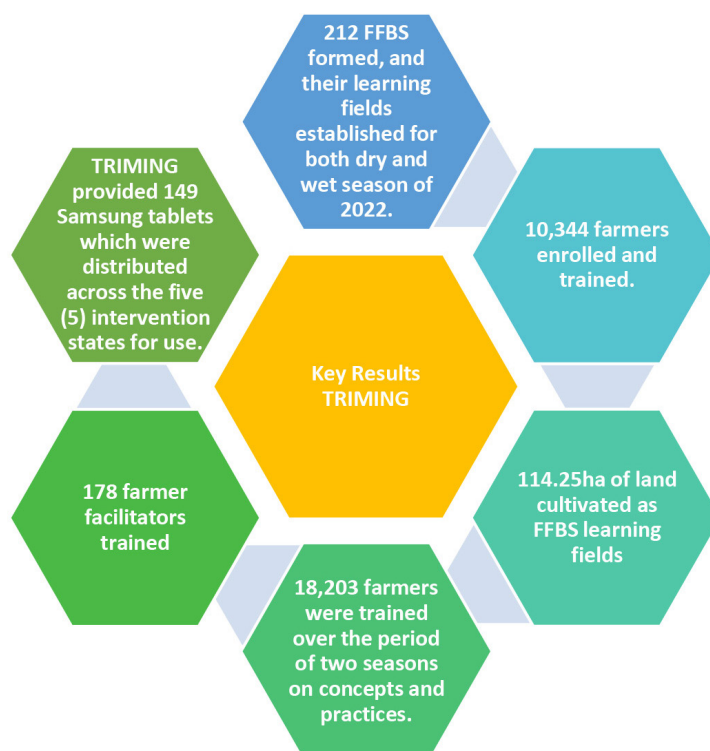


FIGURE 4. Key Results of TRIMING project



"My name is Aisha Maigero. I am a rice farmer in Goronyo LGA of Sokoto state. After joining the TRIMING project, the way I produced rice changed." According to her, the modern techniques of farming she learnt from her FFBS is the best she has ever seen, from good land preparation and site selection, 21 days of Nursery, Line transplanting, 20cm by 20cm spacing. All these multiplied my yield immensely. Now I offer advice to others around my community, and I can identify good seeds and my standard of living has improved. This project has really changed my life."

Aisha Maigero a farmer from Goronyo who now offers extension advisory services to farmers in her community.

ENGRAIS ACTIVITY AND RESULT HIGHLIGHTS

Through the reporting period, EnGRAIS continued in its effort to boost the availability and use of appropriate and affordable fertilizers for smallholder farmers in West Africa. Specific activities targeted in Nigeria included:

Activities

1. The following activities were carried out under EnGRAIS.
2. Strengthening Fertilizer Private sector
3. Improving knowledge of Agricultural Input Packages
4. Improving Fertilizer Policy Environment



Results

Fertilizer Technical Work Group: EnGRAIS supported AFO in organizing the FTWG in Nigeria to monitor the country's fertilizer importation, exportation and apparent consumption. This information is valuable to allow the private and public sectors to decide about fertilizers in the country.

CBU: EnGRAIS conducted the Cost Build-Up Study in Nigeria. The results derived from the study provided the detail of the port factsheet related to fertilizer in Nigeria and the import procedure for importing fertilizer. In addition, the study helped create an online Fertilizer Cost Simulator that can support analysis of costs related to fertilizers. The CBU study and its associated products provide information about the sector and thus can facilitate investment, policy-making and optimizations.

The project facilitated a trade facilitation workshop between Nigeria and Niger stakeholders with the participation of other countries in the West African region. During this, the parties identified constraints to the fertilizer trade and proposed action to remove them.

The project supported the West Africa Fertilizer Association (WAFA) Annual General Assembly with Afriqom in Lagos, Nigeria. The meeting

had the participation of the big players in the fertilizer sector to discuss critical issues in the fertilizer industry, including access to Nigerian Urea by other ECOWAS Countries.

EnGRAIS developed a repertory of the Agricultural Input Packages adapted to each Agro-Ecological Zone in Nigeria with the local research institution (ABU, Zaria and other research institutes).

Subsequently, the project organized a training of trainers on the FeSeRWAM (Feserwam.org) and the AIP in 2022-2023 with Participants from National Agricultural Extension and Research Liason (NAERLS).

The project facilitated a mass media campaign through radio programs to disseminate agricultural input packages (AIPs) and the FeSeRWAM online platform. The project contracted Farm Radio International to support the mass media campaigns.

EnGRAIS is supporting the implementation of the ECOWAS regulation in Nigeria.

The project worked with FISS and NISS to assess the capacity of the Laboratory to be used for Fertilizer quality control regulation in the country.

EnGRAIS trained the Ministry of Agriculture (FISS) agents on Fertilizer Quality inspection in 2022.

The project organized a fertilizer quality assessment exercise, including capacity building of inspectors, sample collection for testing from 9 states in Nigeria.

The project developed the West Africa blending guide with the support of the private sector and organized a training of trainers on the guide with the participation of agents from FISS, FEPSAN and selected blending Companies from Nigeria.



2SCALE ACTIVITY AND RESULT HIGHLIGHTS

2SCALE is an incubator program that manages a portfolio of public-private partnerships (PPPs) for inclusive business in agri-food sectors

and industries. 2SCALE offers a range of support services to its business champions (SMEs and farmer groups) and partners, enabling them to produce, transform and supply quality food products. The program is implemented by IFDC, SNV and BoP inc in ten African countries including Nigeria. In 2022, the following activities were implemented:



Activities

Agribusiness Cluster (ABC) Training

In the **Cassava partnership (Cato foods)**, ABC development coaching was held across the four cluster locations, **Ife, Iwo, Oluponna and Mamu (Osun State)** in **September 2022**.

In the months of August to September, **27 ABC coaches** and **1,000 SHFs** from four selected partnerships **Tay's Food, Nestle, Okomu and Royal Blue Contractors /VD&S (Onion, Dairy, Oil palm & Vegetable)** were coached on how to effectively improve governance and coordination functions for sustainable arrangements in line with core partners business models.

Organizing on farm training

- » In the **oil palm partnership**, building capacity on plantation management and post-harvest practices training was conducted in **August and September 2022** in the **5 clusters**: Ehor (Oke and Uhi), Idunmwehigie, Iguelahor, Okada and Owan.(Edo state)
- » In the **sorghum partnership pre-season training** on good agronomic practices was organized from **July to August 2022**. The training was coordinated by the **BSS (Business Support Service)** team members with the aim to build the capacity of small holder farmers on climate smart agricultural technologies and good agronomic practices for sorghum production.

Piloting off-farm innovations

- » In the **sorghum and maize partnership** provided opportunity for youth both on farm and off farm as **spray service providers, input dealers, warehouse managers, e-extension officers, transporters** among others.
- » In the **maize partnership**, training of **70 women** as grain cleaners and aggregators was conducted in **December 2022**

Fostering on farm innovation

- » In the **Oil palm partnership**, capacity building training on plantation management and post-harvest practices was conducted in **August and September 2022** in the **5 clusters**: Ehor (Oke and Uhi), Idunmwehigie, Iguelahor, Okada and Owan (Edo state). The activity was held for **5 days** to train and enlighten SHFs on how to maintain and harvest oil palm as well as on other post-harvest management practices involved in managing oil plantation. The training was conducted to encourage smallholder farmers on the importance of growing oil palm and training SHFs on improved pre and post-harvest managerial practices, routine

operations, fertilizer application and maintenance before, during and after planting and harvesting.

Promoting women economic empowerment

- » In the **Dairy partnership (FCW)**, the planned women economic empowerment intervention was implemented in the **June 2022 targeting 5 (Gaa-Yakubu, Fashola, Ajassa-Ipo, Alaga and Yetoree Allah)** fulani women dairy cooperatives in Kwara and Oyo State respectively.
- » **AYA training** was conducted in the oil palm partnership (**Okomu**). The training was conducted after a needs assessment was carried out in October 2022. The **AYA F2F training** was held in **December 2022** with **15 women** in attendance. The participants are women from **Okomu ABCs** who are into petty businesses. The participants were trained to help them improve their technical and financial skills using module 1-7 from the AYA training manual.
- » **Training of Women as grain cleaners and aggregators**: The women in the maize partnership (AFEX) were trained on grain cleaning and aggregation as well as on grain tracing, bagging, and grading. The trained women are expected to provide cleaning services to other SHFs and at AFEX warehouse starting from the December 2022 harvest and marketing season. The women will also be supported to start grain aggregation for women within the ABCs to facilitate efficient grains collection within their communities and transportation to the aggregator point.

Marketing and Distribution of BoP (Base of Pyramid) consumers

- » In the **FCW Dairy partnership**, the raw milk sourced from milk producers is processed into peak yogurt by **Friesland Campina Wamco (FCW)**. About **30%** is packaged for BoP consumers. FCW sales department in their effort to make nutritious dairy products reach remote communities, engaged some select Fulani women cooperatives to serve as last mile distribution channels. (**Akele, Alaga, Alhaji Yakubu and Fasola cooperatives**) in **Oyo state**. This also provided opportunity for the cooperative members to have an additional source of income from profits made on the sales of peak yogurt and at the same time provide access to nutritious dairy products in remote communities.



- » Raw milk collected in the dairy partnership led by Nestle with **Centre for Business Innovations (CBI)** who doubles as the **Business support service provider (BSS)** implementing on behalf of Nestle, and the fresh milk aggregated is sold to **Naturell Dairy Limited in Kaduna**. The SME Naturell Dairy processes raw milk into dairy products like; fresh pasteurized milk, sweetened and unsweetened flavored drinking yogurt including BoP products in 150 ML and 200 ML plastic containers. The company as at November 2022 reached the capacity to off-take minimum

of 2,500 liters of fresh milk daily from Paikon Kore (Abuja) and Ladduga grazing reserve (Kaduna). The BoP products are targeted at low-income earners in schools and hospitals.

- » **The Okomu oil palm partnership** finalized the consumer insight study for Banga cooking oil in March 2022. The results were discussed with the champion's marketing unit, presented by the marketing firm SPACE engaged by the partnership. The outcome of the study pointed that consumers are aware of the product Banga cooking oil but the price of the 1 and 2 litre sizes mostly found in the market are not affordable for the BoP even though the quality is not contested. Several strategies were recommended in the report including the production and distribution of the small sachets in large volumes, organizing a nutritional campaign, and employing cost saving strategies to reduce the cost of the finished product such as using dispensers which ensures low to zero expenditure on packaging. By December 2022, Okomu increased the volume of small sized Banga reaching more than 68,641 BoP consumers.
- » One of the goals of the 2SCALE partnership with Cato Foods (Cassava Partnership) is the creation of market access for the consumption of nutritious foods by BoP consumers. To achieve this, the partnership organized a meeting to discuss its logistics to strengthen its supply chain and products distribution network as well as a sales and marketing training to strengthen its human resources team. Furthermore, a market activation exercise was organized in October 2022 to take to market the new and improved BoP Products introduced in the partnership after a nutritional analysis was carried out for selected BoP products. These products include vitamin A fortified Garri, Fufu and Custards with different flavors.
- » A 2-day capacity building training led by 2SCALE for the marketing and sales staff of Cato Foods was organized in October 2022 at Ileogbo, Osun state. The aim of the activity was to acquaint the staff with strategic marketing mechanisms and methods to scale out and ensure Cato Foods products are accessible to BOP consumers.

To further strengthen, create awareness and scale up the sales and distribution of Cato Foods nutritious food products, a 2-day market activation event was held at Bodija International market in October 2022. Group Dynamics and Leadership Training

- » Mycoop and Group Dynamics and Leadership coaching was conducted in the 9 clusters of the maize partnership in July 2022. The training reached 701 producer organization leaders in the clusters. The leaders were empowered to establish strong leadership structures, build trust and loyalty, establish supply chain coordination, embed transparency, and improve communications. The Mycoop training focused mainly on gender inclusion in POs (producer organizations), developing vision and mission of cooperatives, working as a team, leadership, communication, conflict resolution, decision making, resource mobilization planning and group registration. A total of 701 PO leaders comprising of 206sm, 126sw, 221ym and 148yw (29, 18, 32 and 21 % respectively) were trained. This indicates high participation of youths (53%) in leadership positions while also showing high participation of women (39%) in leadership positions in the clusters. The participation of women in leadership has significantly increased from 2% in 2021 to the current 39%.

Formation of village input Agents

- » To improve the terms of inclusion of youth in the vegetable partnership, a village input agent (VIA) scheme was created to empower youths and create off-farm employment. The additional purpose is to create a distribution chain to foster access to quality inputs to farmers in rural areas. A village agent supplies members of his/her (farmers) ABC with good quality seeds and other inputs from the network of the business champion. Each village input agent is to link directly to a field officer of both Royal Blue Contractor (for clusters in the North) or VD&S (for clusters in the South). A total of 131 VIAs were mobilized and sensitized across the 8 clusters (both in North and South) on the VIA business model.

Financial literacy Training for women MSMEs

- » In November 2022, the sorghum partnership organized training for women MSMEs, the training aim was to equip and provide tailor made financial solutions to vulnerable groups as per their individual financial conditions, household needs, preferences, and income levels. A total of 400 women MSMEs were trained including (231yw,169sw). These women were connected to 2SCALE partner LAPO MFB for access to working capital and to sterling bank to leverage their credit scheme sponsored by MasterCard Foundation.

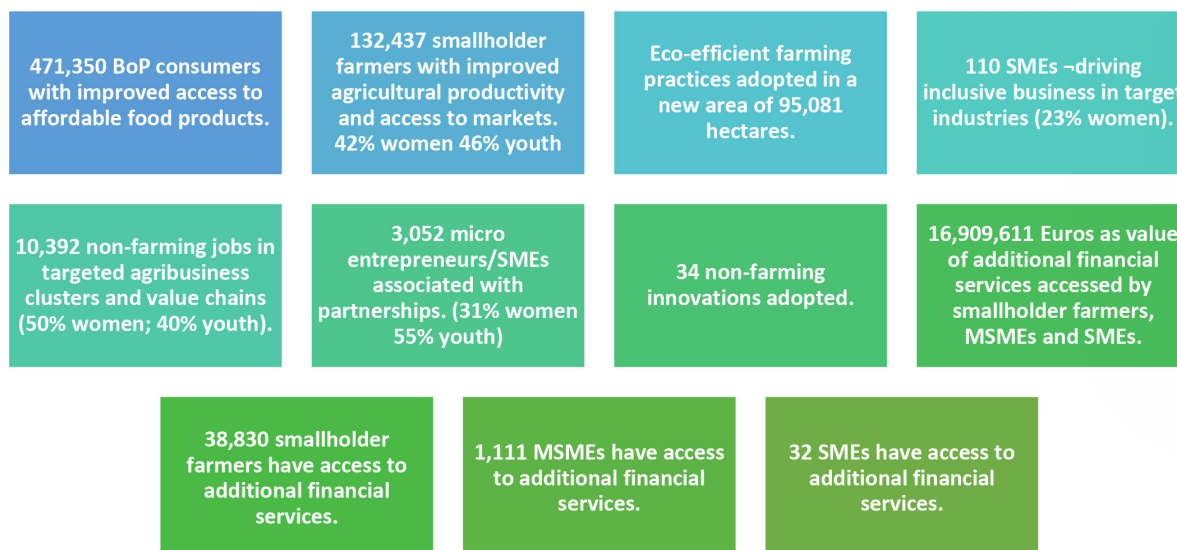


FIGURE 5. Key Results of 2SCALE



In 2022, Adio a cassava farmer turned transporter from Osun State benefited from training for youths on transportation with the aim of learning the business around aggregation and transportation of agricultural produce.

Right after the training in February 2022, Adion rented a truck to try out his hand in the business of transportation. He has so far done a remarkable number of supplies to the factory of the business champion (Catofoods), servicing over 100 SHFs and local traders.

"The income is sufficient only on the condition that there is no breakdown of truck. On average , I make at least two trips daily, but unfortunately, most times there is a repair or breakdown to be fixed in between trips. The cost of hiring a truck is also a major challenge for me. The high cost I have to rent to rent the trucks for and their physical state is most times discouraging considering the monetary value of the produce in the track, compared to the amount of money farmers are willing to pay for the service. Most times, only smaller trucks are available for hire and this implies taking several trips daily to transport a reasonable quantity, in addition to the frequent breakdown of the trucks which usually cut into my profit."

Adio a Cassava Farmer from Osun state, who now provides transportation logistics services to other farmers increasing his income



PARTNERS



4. OUR PARTNERS

IFDC, in the implementation of its activities and projects, develop partnerships with Entrepreneurial Support Structures (EAS), NGOs, farmers' organizations, Universities, International Organizations... Many organizations have been and are part of this strategic partnerships. These partners cut across the private and public sector and they include:



Kingdom of the Netherlands



THE WORLD BANK



AGRA
Sustainably Growing Africa's Food Systems



FEED THE FUTURE
Initiative des Etats-Unis contre la faim et pour la sécurité alimentaire dans le monde



NIGERIAN PORTS AUTHORITY



WAGENINGEN
UNIVERSITY & RESEARCH

West African Fertilizer Association
Association Ouest-Africaine de l'Engrais



IITA
Research to Nourish Africa



NATIONAL BUREAU OF STATISTICS



Nestlé



NATIONAL HORTICULTURAL RESEARCH INSTITUTE (NIHORT)



KIT
Royal Tropical Institute



EAST-WEST SEED



OTHER ACTIVITIES

5

5. OTHER IFDC'S ACTIVITIES/PARTICIPATION OF IFDC IN EXTERNAL ACTIVITIES



In addition to the activities carried out within the framework of the various projects implemented by IFDC in Nigeria, IFDC organized an open door to showcase its institutional strength to various stakeholders in the country.

The open door was held on the 2nd of March, February 2022 on the theme "20 Years developing Agriculture from the ground up" from. Key objectives included:

- » Increase the awareness and visibility of stakeholders of IFDC's new projects in Nigeria.
- » Enlighten stakeholders of IFDC's products and culture to stakeholders
- » Strengthen IFDC's relationships with local community.
- » Build and foster positive relationships with stakeholders.
- » Share and discuss innovative ideas within the industry.
- » Create opportunity for potential partners to experience IFDC first-hand and in person.

During the event, IFDC Nigeria reiterated its commitment to increasing local economic development through increasing food and agriculture productivity. Delivering remarks at the event, the Country Representative Mr. Yusuf Dramani, explained that, IFDC will continue to focus its efforts to improve food security in Nigeria through the introduction of better production techniques and technologies, while building viable value chains that foster sector transformation practices. "There is a lot of work to be done but through partnerships and collaboration the underdevelopment of agriculture in Nigeria will be a thing of the past."

The program hosted over 150 participants from both public and private sector.

CONCLUSION



6. CONCLUSION & PERSPECTIVES

IFDC significantly contributed to the agricultural sector in Nigeria, reflecting on the progress made in **2022**, and considering the challenges that were encountered. Through its various programs/projects more than **850,000 beneficiaries** were reached through support in capacity building on good agronomic practices and business practices, linkages to input and output markets, digital information on fertilizer and agricultural information, access to finance etc.

Building on this progress, IFDC aims to continue to deepen its relationship with both private and public stakeholders while creating new ones to bolster its services within the country to build agriculture from the ground up.

In 2023, IFDC aims to reposition as a leader in improving soil health and fertility management to ensure sustainable impacts on food systems and smallholder farmers' livelihoods. Its efforts will be strongly aligned to the Nigerian government's agenda to promote soil health and fertility management in the country. To achieve this, we will actively seek opportunities to collaborate with our strategic partners in improving agricultural productivity for national food sufficiency while being more resilient to shocks such as the **COVID-19 pandemic, Russia-Ukraine war** and climate change.



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