

# NICOP's Journey in the Agricultural Value Chains to Increase Competitiveness and Trade: A Comprehensive and Sustainable Approach Focused on Inclusivity and Innovation



01

## Farmer identification and selection

- Screening and selection of lead farmers and small holder farmers
- Selection and identification of small and medium size processors with an inclusive business approach
- Identification of agricultural input suppliers providing innovation and inclusivity

02

## Training selected beneficiaries on group dynamics and cluster formation

- Training of lead farmers from identified groups
- Lead farmers cascaded down trainings to small holder farmers and let in group formation
- Training included Good Agricultural Practices (GAP), Farmer Business School (FBS), Integrated Soil Fertility Management (ISFM), Pest Management, Aflatoxin Control, Value Addition, Economics of Production, and others

03

## Contract management

- Key to guarantee a fair deal for small holder farmers and cooperatives, promote bankability and scalability
- Potential of off-takers interested in linking with small holders identified and their needs assessed
- Contract farming checklist developed to outline all possible risks and mitigation measures for inclusive outcomes. Checklist used to guide conversations with the off-takers and farmers' groups
- Contracts signed upon agreement by both parties
- Obligations of both parties monitored with regular review meetings to address emerging challenges

04

## Standards and Certification support to processors and off-takers

- Focused on standards and certification for food safety and trade promotion
- Partnership with Nigerian Export Promotion Council (NEPC) to explore and support registration and certification schemes
- Hazard Analysis Critical Control Point (HACCP) certification chosen as the most ideal since most SMEs engaged by the project are Food item processors
- Training conducted on the principles of HACCP to bridge the knowledge gap in implementing international food safety
- NEPC coaches trained to support SMEs on HACCP registration

05

## Equipment provision and training

- Promotion of value addition through equipment support to partners
- Cottage processing provided opportunity for linkage with smallholder farmers for improved supply chain
- Groups trained on the use of the equipment and on food safety
- Clusters supported to develop business and expansion plans with new produce with value addition to achieve new markets

09

## Improvement of the business enabling environment

- Ginger and tomato policies supported to improve value chains
- Alternative Dispute Resolution mechanisms introduced in selected states to easily address and resolve trade disputes and encourage trade flows
- Public private dialogues supported to provide a platform to discuss issues and grievances in an inclusive manner
- Specific and tailor made financial products specifically designed, launched and disbursed to selected beneficiaries with gender considerations
- Contract farming institutionalised to provide additional guarantees and certainty to all parties
- Kaduna dry port support to provide alternatives to congested sea ports
- Food security policies reviewed to provide more clarity and transparency to food processors
- State trade policies reviewed and supported to encourage trade

08

## Access to finance and investment

- Specific financial literacy materials developed for selected agricultural value chains
- Small holder farmers trained on financial literacy, record keeping and sources of finance
- Explored networking, matchmaking and loan facilitation with traditional sources of finance (i.e. commercial banks, microfinance banks, government schemes – CBN ABP, Bank of Agriculture) and innovative sources of finance (i.e. franchising, crowdfunding, impact investment, diaspora investment, etc)
- Specific and tailor made financial products specifically designed, launched and disbursed to selected beneficiaries with gender considerations
- Saving and loan group set up and successfully running and disbursing loans
- Insurance provision with traditional insurance and weather index insurance products
- Specific COVID19 relief facilities disbursed to small holder farmers across states

07

## Business Member Organisation (BMOs) and cooperative empowerment

- Business modelling for a sustainable framework to deliver all professional services to their members
- Empowerment of BMOs and cooperatives to deliver these professional services
- Support to revenue generation and service delivery (i.e. bulk raw inputs and equipment procurement, online and offline marketing, technical support, access to finance, etc)

06

## Market linkages

- Linkage of farmer groups to processors, aggregators, exporters and other off-takers
- Both empowered farmers and processors packaged as viable businesses through profiling and development of investment decks and fliers telling their stories
- Processors exposed to various market opportunities including trade fairs to stimulate demand for their products

**NICOP**

Implemented by

**giz** Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH

# Impact of NICOP's Journey in the Tomato, Chili and Ginger Value Chain



**+24,000** hectares of agricultural land managed sustainably

**+6,000** beneficiaries

supported to access finance and investment opportunities, 47% women, and

**+NGN590,000,000** facilitated and disbursed

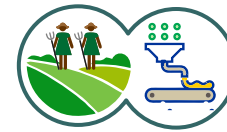


**+1,300** farmers trained on contract farming



**+200** farmers engaged

in contract farming agreements



More than 10 large market linkages facilitated for both farmers and processors



**+45% more** jobs created by NICOP beneficiaries



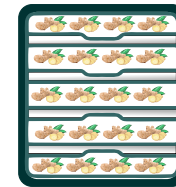
**+25,000** farmers of which 19,000 received trainings on GAP, FBS, ISFM and IPM



79% of beneficiaries confirm their knowledge has improved and 94% of beneficiaries recorded adoption and practice of lessons learned



**+590 million naira** realised in new/increased exports by MSEs and businesses



**+ 50** innovations and technology equipment worth

**+ NGN500,000,000**

provided to **+20** clusters

with **+7,000**

beneficiaries utilizing them to reduce post harvest losses, add value and create additional products



**9 SMEs** have so far been **certified** with HACCP

and another batch of 5 SMEs are currently undergoing the process of getting certified

The 9 SMEs certified covered only about 21% of the original cost of acquiring this certificate, thereby realising cost savings of

**+ NGN4,500,000**

for these businesses



**+110% increase** in yield and **+260,000 tons** of tomato and ginger harvested



77% of beneficiaries have increased their income up to 20% by an average of **+NGN140,000** across the states

**NICOP**

Implemented by

**giz** Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH