



Enabling poor rural people
to overcome poverty

Increasing Performance of the Cassava Industry in West and Central Africa Region (IPCI)

Mission to Nigeria

26th April – 1st May

Large Grant
Agreement:
2000000473

Mission Team:

Ben Bennett, Project Manager, NRI
Andrew Graffham, Cassava Technologist, NRI
Ola Ogunyinka, Monitoring and Evaluation Specialist, NRI



Introduction

The purpose of this mission was to familiarise the NRI Team with IFAD activities in Nigeria – particularly the recently started Value Chain Development Programme (VCDP). The mission was timed to coincide with the IFAD first project supervision mission.

The NRI Team met with IFAD local staff, the Value Chain Development Programme (VCDP) Team and various local government officials and member of the IFAD supervision team. A presentation was made on the project.

Following discussions with the CPM and her Team the following draft actions were agreed for 2015 and beyond.

Plans for implementation

We don't have resources to work in all the states covered by VCDP. Therefore, it was agreed to focus on the following locations: Ogun and Benue States. The logic behind this is: a) that both states are focussing on cassava in the project (not rice); b) this allows a range of cassava production and processing typologies to be covered – both gari and chips based cassava economies (lafun and ethanol may also be covered); and, c) both states are known to have cassava processing activities that are either under-utilised or have failed.

We note the findings of Amoriggi (2013) re-Ogun State cassava value chains. This report focuses on promoting Cassava Processing Units (CPU's) based on 'improved' Gari production.

Agreed activities

Looking through the approved Annual Workplan and Programme for 2015 the following activities were agreed:

1.1 Technical and advisory support

Should tie in to results of 1.2 (below).

For ad hoc assistance it was agreed that all requests should be channelled through the NPC.

1.2 Market surveys

One 'market survey was agreed for Nigeria in 2015. We agreed the following proposal:

[activity title] Rapid market and processing infrastructure assessment

Elements (draft ToRs):

- Quickly assess dead or under-performing operations in target states
- Identify market segment 'best bets'
- Propose upgrading (for PPP)
- Identify potential for technical support tie in (1.1)
- Identify suitable training activities
- Look for potential fabricator champions (see below)
- Look for turn-around opportunities
- Assess investment costs for a matching grant
- Minimum investment cost for upgrading
- Break-even
- Make a standard approach for roll-out to other states

Set this up as soon as possible (planned for Sept – but earlier if possible?)

Notes: We will need help from IFAD gaining entry to some of these businesses and with logistical support

1.3 Training events

Link with results of market survey (1.2)

Look for quality management training opportunities (maybe later in the project)

Business plans needed to gain access to matching funds.

2.1 Support waste energy plant – Ghana

Not relevant for this mission

2.2 Case studies

Use HQCF case study to demonstrate best practice. Consider the possibility of using the ETOH factory as an alternative/additional case.

2.3 PPP

Identify larger companies that are not currently fully utilising their capacity and make plans to link them to IFAD e.g.,

Large and small:

- Thai farms (HQCF producer)
- Allied & Atlantic Distillers (Industrial alcohol producer)
- Greentech Industries (cassava starch producer)
- Nestle (cassava starch user)
- Unilever (potential investor in cassava starch production)

The VCDP are keen on supporting out-grower schemes.

Matching grants. They have a 'equipment' budget to support companies. This is set at 70:30 industry:IFAD contribution – but this is still under discussion. VCDP will develop a matching grant manual before IPCI fields its Team to Nigeria.

3.1 Regional Forum

Start with Nigerian group/forum. See if we can get them working with IFAD project. Work through National Project Coordinator (NPC).

3.2 Equipment database

The proposed equipment database was discussed. How to operationalize this in a useful way is not particularly clear yet. IFAD Nigeria are keen on a "Champion Fabricator" concept, using one company to provide training to others. The incentive for the 'Champion' to do this is not clear.

Ideas discussed:

Focus on equipment that might be useful to the project – so flash dryers to begin with.

Add farming equipment later.

An equipment mobile phone application?

Conclusions and recommendations

We have a plan for activities in Nigeria for 2015.

Follow-up:

Share report with other Team members and seek comments.

Action: BB

Decide on who should do the 'Nigerian Rapid market and processing infrastructure assessment' and firm up a time.

Action: BB

Draft ToRs for Market Surveys (1.2 above) and validate with IFAD/VCDP

Action: BB and AG