



AGRA
Sustainably Growing
Africa's Food Systems



Strengthening resilience
and competitiveness
of local actors to
enhance food system
transformation in

Nigeria



Nigeria Strategic Plan:
2023 – 2027



Country context

Agriculture is Nigeria's largest contributor to the economy and currently has the largest market in Africa. With vast land area of about 98.3 million ha out of which, 74 million ha is good for farming. Nigeria has great potential for producing optimally in all aspects of agriculture including and employ more than its current 36% of the country's labor force.

Nigeria's National Development Plan 2021–2025 (NDP) notes that Government will make effort to lift 35 million people out of poverty by 2025 through accelerated, sustained, and inclusive economic growth, through deep engagement between the private and public sectors. The NDP 2021–2025 also recognized agriculture as a key driver for economic growth and development.

The Economic Recovery and Growth Plan (ERGP 2017 to 2021) seeks to boost economic diversification by supporting strategic sectors including agriculture, energy, industry and micro, small and medium-sized enterprises. A central goal of the ERGP is to nearly double agriculture's contribution to GDP growth by 2020, from 4.7% in 2016 and 5% in 2017, to as much as 7% in 2018, 7.2% in 2019 and 8.4% in 2020. In a promising sign for private investors, the plan also emphasizes closer collaboration with businesses to deepen investment in agriculture, power, manufacturing, and

services, with the private sector set to “become the engine of national growth and development”.

However, Nigeria is highly vulnerable to climate change and is classified as the 53rd most vulnerable country and the 6th least ready country in the world to adapt to climate change. The high level of vulnerability to climate change calls for a well-planned and implemented intervention on integrated adaptation measures to reduce the impact of climate change, improve productivity, resilience and livelihoods of smallholders' farmers and other value chain actors in the country.

AGRA and Nigeria have been in strategic partnership in the past 15 years (2007–2022). AGRA has invested over \$32 million to support inclusive agricultural transformation in the country during that period. Investments in farmer and system development have benefitted 964,260 farmers (comprising 260,350 women and 703,910 men) in maize, rice, and soybean value chains out of the 1.5 million farmers targeted across Kaduna and Niger States in the last strategy. AGRA's interventions are strengthening agricultural eco-system development through strategic coalitions of private sector and non-state actors that are generating evidence and scaling best practices, technologies and inclusive business models trickling down to benefit farmers.

To help Nigeria accelerate its food systems transformation, AGRA will continue to support the country stakeholders to take advantage of new technologies and innovation opportunities that can facilitate knowledge sharing and local actions that enables greater participation in food systems decision making that work for the people.



8.4%

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\$32m

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The main strategic objectives are:



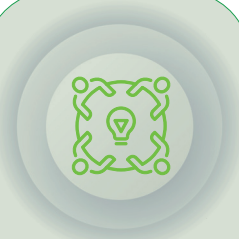
Strengthen the institutional and delivery capacity of State and non-state actors, state institutions and departments to enhance the productivity and resilience of farmers and communities to climate, market and other external shocks.



Strengthen agri-food SME's sector that supports small holder farmers systems, and operates within functional markets for agricultural goods and services.



Enhance state capability to design evidence-based policies and strategies; program execution and monitoring.



Create an enabling and inclusive environment that favors job creation targeting mostly youth, women, and vulnerable groups.



Strategic Focus:

Having worked in Nigeria over the past fifteen years, AGRA has developed a wealth of knowledge and experience in terms of suitable improved technologies, adapted to local conditions that it has analyzed and improved over the years. However, AGRA's strategic choices of delivery approaches, target crops and locations under the new strategy in Nigeria are driven by its aim to strengthen resilience and competitiveness of local actors to enhance food system transformation in Nigeria.

This is based on the need to ensure functional and efficient markets, improve farmers' productivity and reduce the vulnerability of local actors to climate change by harnessing the many opportunities presented by the natural, physical, and human endowments to confront challenges facing local actors in the agricultural and food systems in a manner that improves competitiveness and assist delivery of an equitable and prosperous economy. It is also about enhancing the risk absorption capacity of farmers to seasonal variability and short-term shocks through producing extra yield in good years that could serve as a reserve or as an additional income for preceding bad years.

We expect to meet our objectives through these business lines:

a) Inclusive Markets and Trade



AGRA will continue to work with Government, farmers organizations, civil society, and the private sector to improve the enabling policy environment that supports growth in agriculture production and productivity, improved standards for market, and institutionalize a pluralistic extension system

AGRA will work with the few Business Development Services (BDS) providers to support SMES and farmers to become bankable to attract more investment into agriculture.

AGRA will promote access to markets, agricultural insurance, and foster rural entrepreneurship. Arrangements will be made to identify structured market outlets prior to the start of season and ensure that formal partnerships are established for identified market outlets.

AGRA will also employ business models that would reduce transaction costs while enhancing the profitability of The Village-Based Advisor (VBA)/Community Based Advisor (CBA), Agro dealers and farmers.

AGRA will coordinate investments into market structures: inputs / agro-dealer businesses, production, agro-processing and storage markets to drive overall competitiveness of value chains

Note: A C/VBA is a kind of "lead farmer" who is selected by Ministry of Agriculture extension agents together with farmers in his or her village. The ideal VBA is an honest, hard-working farmer who is trusted by fellow farmers to share technologies and knowledge with them.

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b) Sustainable farming



Under this business line, AGRA will identify, validate, and catalyze sustainable farming models that will enable smallholders to achieve sustained yields and profitability and adapt to climate risks.

AGRA will roll out initiatives on sustainable agricultural transformation to increase yields, resilience and improve food security for smallholder farmers.



AGRA will also deploy the market-led consortia approach that has been successfully implemented in the last strategy to reach smallholder farmers with knowledge, inputs, markets and other services.

AGRA will leverage key partner support to promote solar powered irrigation and water efficient system techniques in 3 States. AGRA shall promote technologies like reduction in seepage loss in channels, rainwater harvesting, surface and groundwater management.

We will promote climate smart agricultural technologies, through partnership with seed companies by rolling out initiatives on sustainable agricultural transformation to increase yields, resilience and improve food security for smallholder farmers.



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c) Seed systems



AGRA will work with partners to address inadequate supply of certified seeds, poorly coordinated aggregation networks, limited value addition potentials to supply quality food products, high post-harvest losses, weak market intelligence and information system and limited access to finance for both farmers and value chain actors engaged in seed business.



There is significant opportunity for AGRA to scale commercialization of EGS, through this strategy period, AGRA will support commercialization of EGS through NARIs and seed companies.

AGRA will deploy the market-led consortia approach that has been successfully implemented in the last strategy to reach smallholder farmers with knowledge, inputs, markets and other services.

AGRA will build capacity for data collection and management as well work with others to provide data management system and infrastructure.

d) Policy and state capability



Through this business line, AGRA will support Nigeria to develop strategies and investment plans for food system transformation pathways that create an environment where farming businesses thrive. In this area of work, our focus will be on:



AGRA will scale up prioritization of agricultural sector at both Federal and State levels through mainstreaming of flagship approach to program implementation and in turn unlock \$80M through Flagships at state level for coordination of investments in the agriculture sector in 3 States impacting 1.2M farmers.

AGRA will also partner with the Government of Nigeria to address the challenge of low budgetary allocation to agriculture by tracking budget approvals, releases and actual expenditures in order to assure adequate funding for program implementation.

Regular engagement with Governments at Federal, State, and Local Government facilitates institutional alignment and prioritization of investments targeted at national agricultural transformation. AGRA will build on this with greater emphasis on implementation and coordination support.

AGRA will build capacity for data collection and management as well work with others to provide data management system and infrastructure.

AGRA will develop analysis and implementation support tools which will provide the policy landscape and appropriateness index that tracks policy processes, adequacy and implementation.

e) Inclusion



AGRA will enable women and youth to contribute to agriculture for their economic empowerment and fulfilment and dignified agricultural job promotion. In this area of work, our focus of work will be:

Promoting effective use of ICT for agriculture by youths.



To support women and youth agri-preneurship models. For this, we will be intentional with efforts made to address household inequalities between genders in levels of income, in opportunities and in ownership of assets.

We will prioritize growth strategies, which ensure that the weakest and marginalized (women and youths) participate in the benefits of market integration and investment in agriculture, to improve their incomes and investment opportunities in rural areas and address the root causes of out-migration.

To enhance inclusiveness, youth and women willing to serve as Community Based Advisors will be trained to provide business advisory services in agriculture and deepen their professionalization through linkages with relevant professional organizations and associations.

AGRA will also promote:

Inclusivity to enable women and youth to contribute to agriculture for their economic empowerment.

Climate change adaptation by equipping farmers and strengthening food systems to absorb and recover from shocks.

Improving nutrition outcomes by diversifying crops and ensuring food availability.



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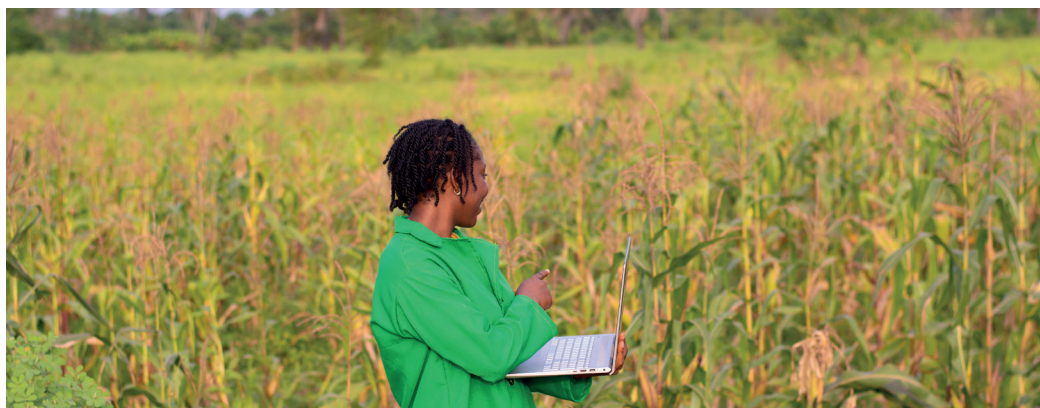
Delivery Model

Our partners are central to our approach to driving change. We are but one in a wide ecosystem of partners driving an inclusive agricultural transformation in Nigeria and Africa. Our approach is to identify areas where we could have catalytic impact on the sector, and form partnerships that enable this systemic change. We will adopt different tools – including grants, funding, technical assistance, and convenings – depending on the needs of the country, our partners and the support required on the ground.

We will have bespoke delivery models in Nigeria, depending on the areas of investment and our partners' strengths and capabilities. We will evolve our Nigeria country delivery model to consider where we need to deliver ourselves, and where it is possible to influence and work with others in the eco system to deliver.

Also, at the core of how we deliver is inclusivity and environmental sustainability. AGRA will promote inclusivity by creating opportunities for women and youth to, not only participate, but also derive economic benefits from the agricultural sector. By fostering the inclusion of women and youth, we will empower them to become agents of change and catalysts for sustainable development.

Climate change adaptation, and nutrition in the agricultural sector is another key consideration across AGRA's work to ensure sustainable economic empowerment and resilient food systems.



About AGRA

Headquartered in Nairobi, Kenya, AGRA is an African institution supporting inclusive agricultural transformation and sustainable food systems. AGRA empowers smallholder farmers in Africa by convening and catalyzing the building of functional and inclusive agricultural food systems. By doing so, AGRA transforms the livelihoods of farmers from a struggle to survive to profitable business, thereby increasing incomes and improving nutrition and food security.

By rigorously testing and validating scalable models, we tailor our approaches to meet the specific needs and goals of each country and ensure that our approach is fully aligned with the national development priorities of our focus countries.

Furthermore, AGRA fosters partnerships, and networks essential for driving inclusive agricultural transformation. With an extensive network of over 5,000 partners spanning across our presence countries, we cultivate an inclusive environment that promotes local and global innovations. These strategic partnerships and networks enable us to leverage the expertise and resources of a diverse range of stakeholders, facilitating a more effective response to the challenges faced by smallholder farmers and propelling sustainable agricultural transformation across Africa.



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