GUIDE TO NEDEP ON OLOP OPPORTUNITIES IN NIGERIA: VOLUME 1

PRODUCED BY SMEDAN

STATES:	STATES:
ADAMAWA	ANAMBRA
BAYELSA	BENUE
EKITI	GOMBE
KADUNA	KANO
KATSINA	LAGOS
OGUN	OSUN

FEBRUARY, 2014

Preface

The Small and Medium Enterprises Development Agency of Nigeria (SMEDAN) was established in 2003, to facilitate the promotion and development of a structured and efficient Micro, Small, and Medium Enterprises (MSMEs) Sector that will enhance sustainable economic development in Nigeria. The Agency is the apex and coordinating institution for all matters relating to starting, resuscitating and growing MSMEs in Nigeria. The Agency is also saddled with the responsibility of contributing to the attainment of Vision 20-2020, the Transformation Agenda of the present administration and the implementation of the National Enterprise Development Programme with the overall objective of alleviating poverty, expanding gainful employment opportunities, wealth creation and sustainable economic growth and development.

The Micro, Small and Medium Enterprises are globally acknowledged as the oil required to lubricate the engine of socio-economic transformation of any nation. The MSME sector is strategically positioned to absorb up to 80% of jobs, improve per capita income, increase value addition to raw materials supply, improve export earnings and step up capacity utilisation in key industries. NEDEP/OLOP are targeted at all sectors of the economy, including Agriculture, Mining and Quarrying, Building and Construction, Manufacturing, Solid Minerals, etc, and thus has strong linkages with the entire range of economic activities in the country.

The government is striving to address the issue of unemployment, especially among the youth, which constitute the majority. The unemployment rate of 23.9% in 2010 is unacceptable to the present administration, hence it has set a lot of measures in place to reduce the rate and ameliorate the situation. The government through its agencies and programmes are aggressively encouraging and supporting entrepreneurship and self employment by ensuring an enabling business environment. SMEDAN is poised in tackling the situation in the realization of her mandate of establishing a structured and efficient micro, small and medium enterprises sector that will enhance sustainable economic development of Nigeria.

Great opportunities abound for Nigeria to create employment, engender economic growth, reduce poverty and promote the well being of her citizens through agriculture and agro-allied enterprises. It is therefore on the above premise that the National Enterprise Development Programme was conceived by The Minister of Industry, Trade and Investment, Dr. Olusegun Aganga. The Programme is aimed at generating an estimated five million direct and indirect jobs in the next two years. The Programme is being implemented by The Small and Medium Enterprises Development Agency of Nigeria (SMEDAN), Industrial Training Fund and the Bank of Industry.

As a coordinating agency of this programme, SMEDAN has opened offices in all the states of the Federation. The Agency has conducted sensitization/needs assessment programme in 22 States where agro and agro-allied products were selected in each of the Local Government Areas of the various States based on comparative and competitive advantages. The baseline surveys and value-chain analysis in the States are aimed at nudging the enterprises into cooperative societies and trade associations to enhance their access to finance, markets and machinery/equipment.

I am convinced that this Programme will contribute significantly to employment generation, wealth creation, poverty reduction and sustainable economic growth and development in Nigeria. All the tiers of governments should therefore, embrace and support it.

Bature Umar Masari
Director-General/CEO
SMEDAN

Foreword

There is no denying the fact that the unacceptably high rate of unemployment is a monster, governments at various levels are trying to confront. Though economic indicators constantly indicate growth, this however does not reflect in the living standards of Nigerians. This dilemma is not confined to the urban areas as rural unemployment is equally on the rise. These various dimensions of unemployment reflect the undiversified structure of the economy which restricts the scope of job creation. Official statistics released by the National Bureau of Statistics (NBS) show that the unemployment rate has been rising since 2009.

Most countries all over the world have used the platform of Micro, Small and Medium Enterprises (MSMEs) to combat unemployment. The Micro, Small and Medium Enterprises (MSMEs) have been known, all over the world as engines of economic growth, industrialization and contributors to employment generation, wealth creation, poverty alleviation and food security.

The industrial revolution of the Ministry of Industry, Trade and Investment has evolved several interventions to help in not just creating sustainable enterprises but also to reduce the high unemployment in the country in line with the Transformation Agenda of the Federal Government. NEDEP is considered to be part of the vision of the Ministry to re-engineer the socio-economic transformation of the country.

The National Enterprise Development Programme is therefore an all-inclusive, integrated initiative aimed at creating five (5) million jobs before the end of 2015. The programme is three-pronged (skills acquisition, entrepreneurship training and business financing) and is piloted by SMEDAN with other public and private partners such as Bank of Industry (BOI) and the Industrial Training Fund (ITF).

Without doubt, the existing synergy in addressing the sustainable economic growth of the country will extensively address the recurring socio-economic issues that have trailed the history of Nigeria. The National Enterprise Development Programme is anchored on the above premise and every level of governments

should leverage on it.

Dr. Olusegun Aganga
Minister of Industry, Trade and Investment

EXECUTIVE SUMMARY

1. INTRODUCTION

The present day Nigerian economy is experiencing growth without commensurate employment as the rate of growth of the labour force far exceeds the various employment opportunities available. The army of the unemployed is at present dominated by the youth who are mostly school leavers with senior secondary school certificates and graduates of tertiary institutions. The dilemma is not confined to the urban areas as rural unemployment is on the rise. These various dimensions of unemployment reflect the undiversified structure of the economy which restricts the scope of job creation. Official statistics released by the National Bureau of Statistics (NBS) show that the unemployment rate has been rising since 2009. It was 19.7% in 2009, 21.1% in 2010 and 23.9% in 2011. The recent global financial crisis has worsened the situation. Wage employment has also declined, as downsizing across key sectors has fuelled the unemployment crisis.

Most countries all over the world have used the platform of Micro, Small and Medium Enterprises (MSMEs) to combat unemployment. The Micro, Small and Medium Enterprises (MSMEs) have been known, all over the world, to be engines of economic growth, industrialization and contributors to employment generation, wealth creation, poverty alleviation and food security.

The 2010 National MSMEs Collaborative Survey puts the number of MSMEs in Nigeria at 17,284671 with a total employment of 32,414,884 and contributing 46.54% to the GDP in nominal terms. For the country to achieve her National Vision 20:2020 and the Transformation Agenda of Your Excellency, all efforts must be put in place to grow these numbers.

In order to properly position and develop this all-important MSMEs sub-sector in Nigeria in a structured and efficient manner to generate the much needed employment for the teeming youth population of this country and in tandem with this Administration's Transformation Agenda, the Federal Ministry of Trade and Investment evolved an innovative and inclusive national enterprise development and wealth creation programme that will facilitate the creation of five (5) million jobs between 2013 and 2015. The Programme will be implemented by the Bank of Industry (BOI), the Small and Medium Enterprises Development Agency of Nigeria (SMEDAN) and the Industrial Training Fund (ITF).

2. APPROACH

The eco-system for enterprise development and wealth creation in this case is composed of Bank of Industry (BoI), Small and Medium Enterprises Development Agency of Nigeria (SMEDAN) and Industrial Training Fund (ITF). The strategy to be adopted should be a three-pronged approach among the three (3) agencies namely; skills acquisition, entrepreneurship training and business financing. This would however, be done in collaboration with other stakeholders-domestic and foreign- in order to realize the objectives of the scheme.

3. IMPLEMENTATION STRUCTURE

Figure 2 gives a schematic description of the Programme Action Plan component structure. The Action Plan is composed of 5 Components.

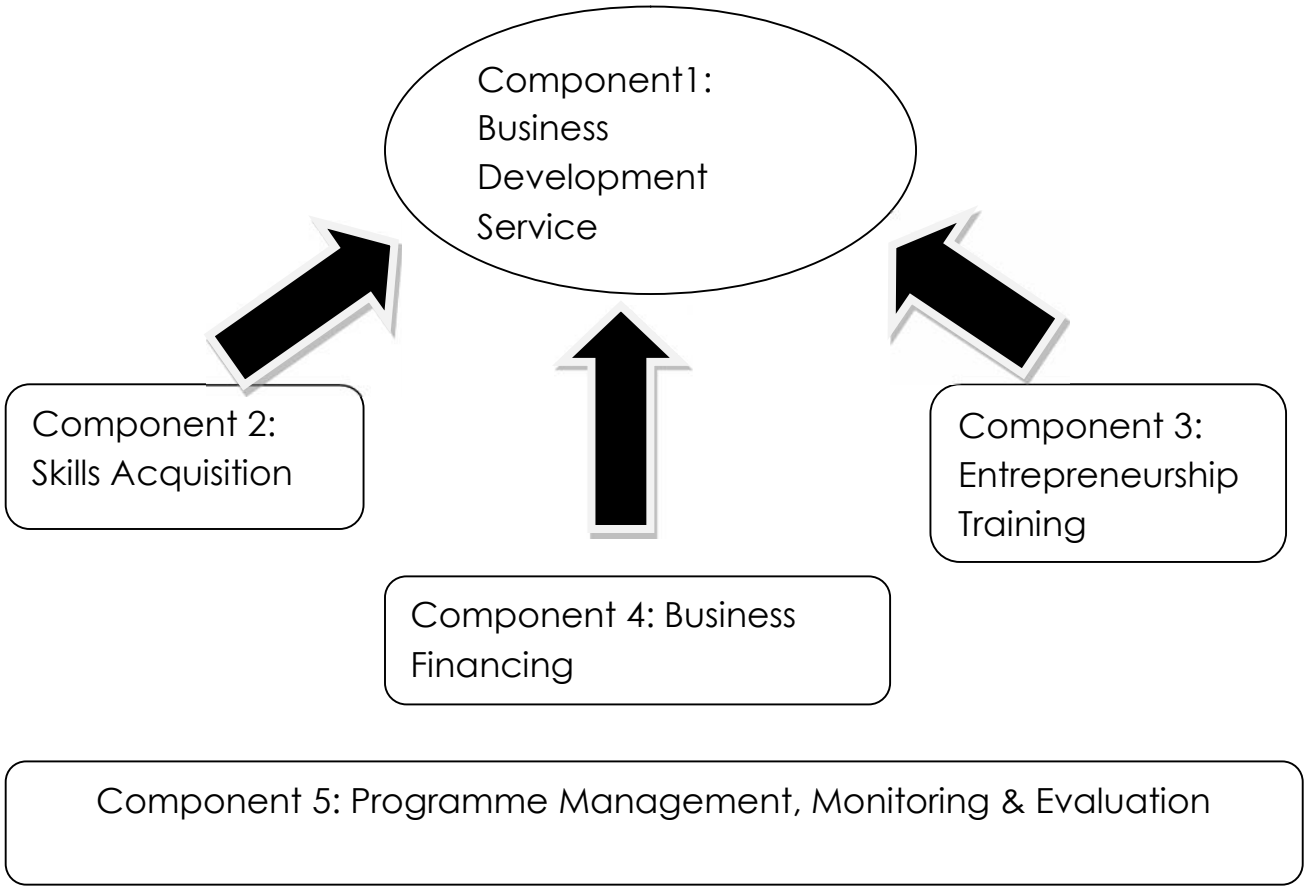


Figure 1 Action Plan component structure

4. ENTREPRENEURSHIP TRAINING PROGRAMME

The Small and Medium Enterprises Development Agency of Nigeria (SMEDAN) developed the One Local Government One Product (OLOP) programme in April 2009 to revitalize the rural economy, improve employment opportunities and alleviate poverty in rural areas. This was

based on the One Village One Product (OVOP) movement implemented in the Oita Prefecture in Japan. The governments of both Nigeria and Japan agreed to implement a technical cooperation programme beginning in February 2010 to verify implementation methods and institutional arrangements for the promotion of OLOP.

Pilot projects were therefore conducted in Kano and Niger States from September 2010 to July 2011 involving baseline and value-chain surveys and analysis, while Business Development Services (BDSs) were delivered to approximately 50 selected enterprises that manufactured six products. These products are Rice, Groundnut Oil and Leather Products for Kano State and Yam, Groundnut Oil and Shea nut for Niger State.

Based on the lessons learnt from the pilot projects, SMEDAN is now prepared and set to implement the programme in all States of the Federation and Local Government Areas within the next three years, anchoring on the National Enterprise Development Programme.

Since the success of the OLOP programme is significantly predicated on the comparative advantages of the local governments especially in terms of their agricultural and solid minerals endowments, SMEDAN would therefore work closely with the Raw Materials Research and Development Council (RMRDC) to produce a map of raw materials comparative advantages of Nigeria which exist and also scalable.

The curricula for the entrepreneurship training programmes are aligned with the comparative advantages that obtain in the environment of the prospective participants in line with the OLOP principles. In order to deliver entrepreneurship training to youth and women in all parts of the country, SMEDAN would collaborate with other domestic and foreign agencies in the capacity building eco-system.

In addition, credible as well as successful practicing and retired indigenous business professionals would be required to volunteer to provide free mentorship to participating entrepreneurs.

5. NATIONAL INDUSTRIAL SKILLS DEVELOPMENT PROGRAMME (NISDP)

Leveraging ITF's vast network and contacts in the organized private sector and drawing from her experience, a robust industrial skills acquisition programme was designed in consultation with members of

the OPS that are also involved in the implementation of the programmes. The OPS members include International Oil Companies (IOCs), Multi-National Companies (MNCs), construction firms, other large and medium sized companies. We identified the skills gap amongst their personnel in order to prescribe and design courses/training programs in accordance with set standards, for such personnel on an in-plant basis as formal training centres located in areas with large numbers of MNCs to be financed by the companies. Several training models were designed to meet the manpower needs of OPS firms. This enabled the companies fulfill part of the provisions of the Nigerian Content Act and enhance efforts at domesticating Nigeria's economic production capacity in general. The IOCs; MNCs and large Corporates will be duly involved in ensuring that appropriate skills in terms of quality is provided and certified.

For instance, it is on record that there is a shortage of over 10,000 welders in the oil and gas sector and majority of these are recruited from abroad owing to dearth of local welding skills. This scenario is replicable in other sectors of the economy where specialized skills are required such as construction, textiles, agribusiness, cement, etc. The United Nations Office for Projects Services recently identified at least 117 vocational/skills acquisition centres in the Niger Delta Region. However, only 20 are operational. Moreover, the graduates of these centres are not employable owing to non-certification of their programmes thereby not meeting global standards.

Consequently, ITF is to impart the skills required by the IOCs, MNCs and other companies in collaboration with local universities, polytechnics, technical schools, research institutions, master craftsmen and international development partners. This would ensure that the products of such training programmes are either employable by the companies or be self-employed with the support of SMEDAN and BOI. It is conceived that training instructions from MNCs parent company may be included in this process in order to ensure standardization.

Initially using the ITF's existing training platforms namely the five training centres (in Abuja, Kano, Lagos, Lokoja and Jos) and the Master Craftsmen Centres located in ten (10) states, an estimated 48,000 students per annum are trained in skills acquisition in existing locations aside from OPS specific in house and outside training programmes.

6. BUSINESS FINANCING

On the basis of the natural resources endowments of the various local governments, BOI is currently financing micro enterprises and cooperatives in various parts of the country (including the sixteen (16) states with which it has signed MOUs) engaged in value addition to these resources. This is in consonance with the fundamentals of OLOP and could be further enhanced by the use of the raw materials map to be produced in conjunction with RMRDC. Therefore, the programme is designed to ensure that BOI provides business finance to OLOP and NISDP graduates on a sustainable manner. Furthermore, special projects would be designed like the models being pursued by BOI in some states of the federation where the buy-in of all stakeholders is secured by making them part-owners of the ensuing enterprises.

7. PRIORITY TARGET AREAS

The following areas are targeted by the programme:

a. Agro and Agro-allied enterprises.
b. Housing related enterprises.
c. Manufacturing enterprises.
d. Industrial skills.
e. Artisanal Miners.
f. Sports and Entertainment enterprises.
g. Oil & Gas local content enterprises.

8. COLLABORATING INSTITUTIONS

The following institutions, among others, are working with BOI, SMEDAN and ITF to achieve the objectives of the programme:
Relevant Ministries, Departments and Agencies (MDAs), State Governments, Local Governments, Pan African University, Central Bank of Nigeria Entrepreneurship Development Centres, FATE Foundation, Growing Business Foundation, LEAP Africa, Life Above Poverty (LAPO), Abuja Enterprise Agency, Empretec, University of Nigeria, Nsukka and University of Ibadan Enterprise Centres, International Labour Organisation, United Nations Industrial Development organization (UNIDO), the World Bank, OPS, IOCs and MNCs.

9. HOW MANY JOBS WILL BE CREATED?

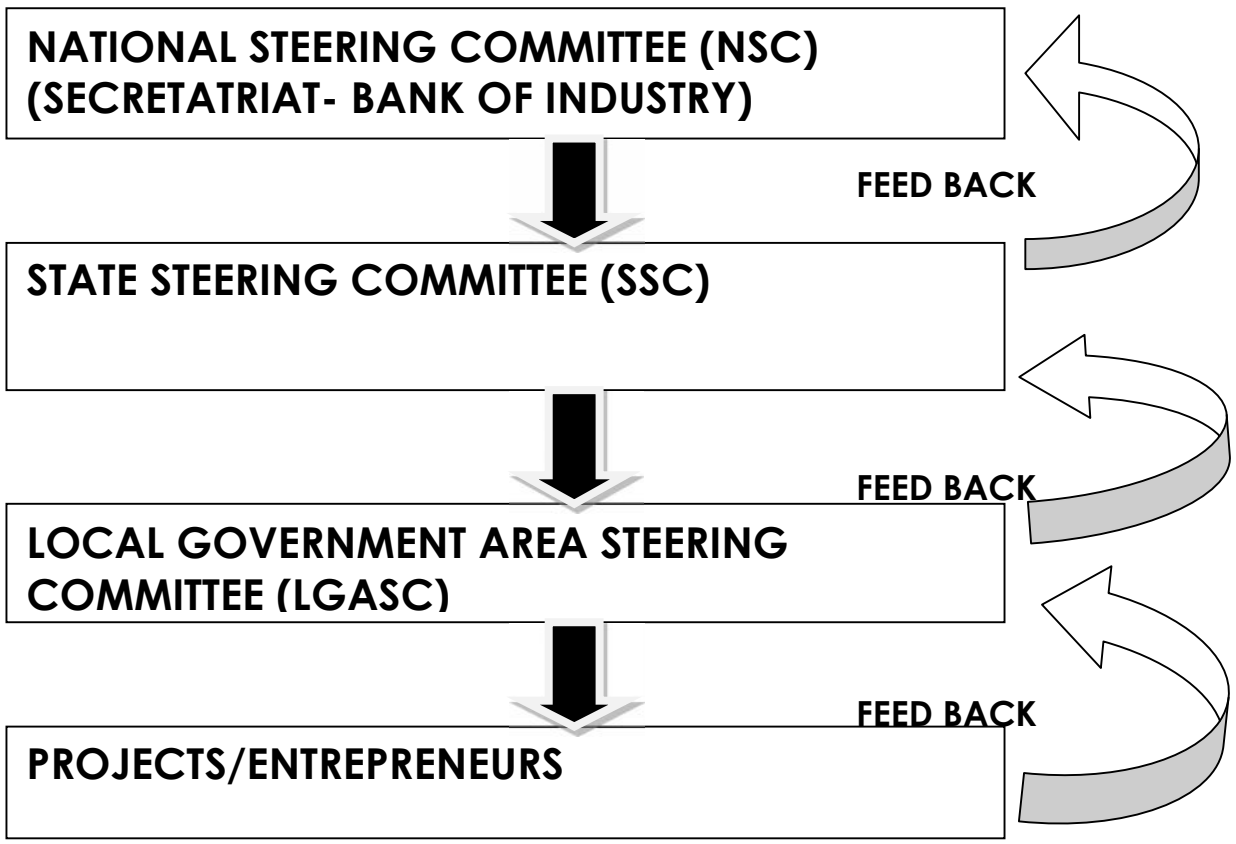
The programme is aimed at generating **3.5 million jobs** and/or an estimated **5.0 million direct and indirect jobs** between 2013 and 2015. Part of the targeted MSMEs includes some of the existing 17.2 million micro enterprises, OLOP beneficiaries and small & growing businesses.

10. ECONOMIC JUSTIFICATION OF NEDEP

The project is targeted at the development of selected agro and agro-allied products their value-chain, economic potential, marketability and gender participation in all the LGAs. The programme is expected to provide support services to business communities including rural men and women to achieve sustainable economic growth by producing value added products that will attract local and international markets.

It is aimed at creating jobs to our teeming population, increased income, providing level playing ground for more economic activities in the rural areas, provision of value added products and services and ensure self reliance.

11. IMPLEMENTATION STRUCTURE



12. NUMBER OF EMPLOYMENT GENERATED PER STATE

STATE	NUMBER OF JOBS
Adamawa	20,905
Anambra	21,672
Bayelsa	22,330
Benue	20,506
Ekiti	25,110
Gombe	22,335
Kaduna	21,500
Kano	20,120
Katsina	21,560
Lagos	25,697
Ogun	24,475
Osun	22,750
Total	**268,960**

The table above highlights the number of employment generated per state by the programme. The total number of jobs generated by the programme as at end of December, 2013 stood at 268,960. Lagos state has the highest, with 25,697 jobs, followed by Ekiti state and Ogun state with 25,110 and 24,475 jobs respectively.

ACRONYMS AND ABBREVIATIONS

BMOs	-	Business Membership Organisations
OVOP	-	One Village One Product
BOI	-	Bank of Industry
BDS	-	Business Development Services
BICs	-	Business Information Centres
BPC	-	Business Plan Competition
BSCs	-	Business Support Centres
CBN	-	Central Bank of Nigeria
CCSS	-	Challenges Capital Subsidy Scheme
CEO	-	Chief Executive Officer
CD	-	Compact Disk
CEDP	-	Corper's Entrepreneurship Development Programme
CTG	-	Cotton, Textile and Garment
CGS	-	Credit Guarantee Scheme
EDPs	-	Entrepreneurship Development Programmes
ETPs	-	Entrepreneurship Training Programmes
FAO	-	Food and Agriculture Organisation
FBI	-	Faith Based Initiative
FSS 2020	-	Financial System Strategy 2020
FDI	-	Foreign Direct Investment
GEDP	-	General Entrepreneurship Development Programme

GHAIN	-	Global HIV/AIDS Initiative Nigeria
GDP	-	Gross Domestic Product
HOD	-	Head of Department
LAPO		Live above Poverty
ITF	-	Industrial Training Fund
IDCs	-	Industrial Development Centres
IID	-	Industrial Infrastructure Development
IOM	-	International Organisation for Migration
JICA	-	Japan International Cooperation Agency
LGAs	-	Local Government Areas
MAN	-	Manufacturers Association of Nigeria
MNC	-	Multinational Companies
MSI	-	Medium Scale Industries
MOU	-	Memorandum of Understanding
MSMED	-	Micro, Small and Medium Enterprises Development
MSMEs	-	Micro, Small and Medium Enterprises
MCP	-	Microfinance Certification Programme
MDAs	-	Ministries, Departments and Agencies
NAFDAC	-	National Agency for food and Drug Administration and Control
NASENI	-	National Agency for Science and Engineering Infrastructure
NACCIMA	-	National Association of Chambers of Commerce, Industry, Mines and Agriculture
NASME	-	National Association of Small and Medium Enterprises

NASSI - National Association of Small Scale Industrialists

NBTE - National Board of Technical Education

NBS - National Bureau of Statistics

NDLEA - National Drug law Enforcement Agency

NERFUND - National Economic Reconstruction Fund

NEDEP - National Enterprise Development Programme

OPS - Organised Private Sector

NOTAP - National Office for Technology Acquisition Promotion

NPOPC - National Population Commission

NUC - National Universities Commission

NEPC - Nigeria Export Promotion Council

NEXIM - Nigeria Export, Import Bank

IOC - International Oil Companies

NGO - Non Governmental Organisation

OLOP - One Local Government One Product

PSL - Priority Sector Lending

PPP - Private Public Partnership

PAT - Profit After Tax

RMRDC - Raw Material Research and Development Council

RSHSD - Real Sector and Household Statistics Department

REDI - Rural Enterprise Development Initiative

RUFIN - Rural Financial Institute Building

RUWEDEP - Rural Women Enterprise Development Programme

SMEDAN	-	Small and Medium Enterprises Development Agency of Nigeria
SMEEIS	-	Small and Medium Enterprises Equity Investment Scheme
SMIDA	-	Small and Medium Industry Development Agency
SMIEIS	-	Small and Medium Industry Equity Investment
SMI	-	Small and Medium Industries
SME	-	Small and Medium Enterprises
SMSEGS	-	Small and Medium Scale Enterprises Guarantee Scheme
SEDF	-	Small Enterprises Development Fund
SIDBI	-	Small Industries Development Bank of India
SIDO	-	Small Industries Development Organisation
SSI	-	Small Scale Industries
SSI & ARI	-	Small Scale Industries and Agro/Rural Industries
SON	-	Standard Organization of Nigeria
SFCs	-	State Financial Corporations
SIDCS	-	State Industrial Development Corporations
SAP	-	Structural Adjustment Programme
SAGE	-	Students for the Advancement of Global Entrepreneurship
SPX	-	Sub-Contracting and Partnership Exchange
TRATOW	-	Train to Work
TOT	-	Training of Trainers
UK	-	United Kingdom
UNHCR	-	United Nations High Commission for Refugees
UNIDO	-	United Nation industrial Development Organization

USA	-	United States of America
WEDP	-	Women Entrepreneurship Development Programme
WASME	-	World Association for Small and Medium Enterprises
WTO	-	World Trade Organisation
YCEDP	-	Youth Corpers Entrepreneurship Development Programme
YOU WIN	-	Youth Enterprise with Innovation in Nigeria
YEDP	-	Youth Entrepreneurship Development Programme

Part 1: Background

1. Introduction

Nigeria is abundantly endowed with natural resources and entrepreneurial opportunities; however the realization of the full potential of these opportunities has been dampened by the adoption of inappropriate policies at different times. Several policy interventions that were aimed at stimulating entrepreneurial development via small and medium enterprises promotion, based on technology transfer strategy, have failed to achieve the desired goals as it led to the most indigenous entrepreneurs becoming distribution agents of imported products as opposed to building in-country entrepreneurial capacity for manufacturing, mechanized agriculture and expert service.

The National Entrepreneurship Development Programme (NEDEP) is a home grown pro-poor economic development strategy with greater emphasis on skills acquisition, entrepreneurship training and access to finance. It is principally aimed at stimulating rural-based economies on the basis of competiveness and comparative advantage to achieve optimum level of production both in terms of quantity and quality. An estimated 5.0 million jobs will be created through a combination of strategies.

The present day Nigerian economy is experiencing growth without commensurate employment as the rate of growth of the labour force far exceeds the various employment opportunities available. The army of the unemployed is at present dominated by the youth who are mostly school leavers with senior secondary school certificates and graduates of tertiary institutions. The dilemma is not confined to the urban areas as rural unemployment is on the rise. These various dimensions of unemployment reflect the undiversified structure of the economy which restricts the scope of job creation. Official statistics released by the National Bureau of Statistics (NBS) show that the unemployment rate has been rising since 2009. It was 19.7% in 2009, 21.1% in 2010 and 23.9% in 2011. The recent global financial crisis has worsened the situation. Wage employment has also declined, as downsizing across key sectors has fuelled the unemployment crisis.

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In order to properly position and develop this all-important MSMEs sub-sector in Nigeria in a structured and efficient manner to generate the much needed employment for the teeming youth population of this country and in tandem with this Administration's Transformation Agenda, the Federal Ministry of Trade and Investment evolved an innovative and inclusive national enterprise development and wealth creation programme that will facilitate the creation of five (5) million jobs between 2013 and 2015. The Programme will be implemented by the Bank of Industry (BOI), the Small and Medium Enterprises Development Agency of Nigeria (SMEDAN) and the Industrial Training Fund (ITF).

The Micro, Small and Medium Enterprises ("MSME") represents one of, if not the most important sector of our economy. It currently represents 96% of the businesses in Nigeria and contributes 75% of the National employment. Of the 17.2 million MSMEs in Nigeria, over 17 million are micro-enterprises. Thus, growth in this sector is directly correlated with growth in the economy as a whole and in the level of employment throughout Nigeria.

There is no doubt that a nurtured and well structured MSMEs sub-sector can contribute significantly to employment generation, wealth creation, poverty reduction and sustainable economic growth and development in Nigeria. However, a number of challenges are inhibiting the potentials of MSMEs in Nigeria. Prominent among these challenges are:

a) Very low access to affordable finance.
b) Poor access to Business Development Service (BDS), and
c) Inadequate infrastructure/high cost of doing business.

For example, a recent National Bureau of Statistics (NBS)/SMEDAN survey of MSMEs reported that 73.24% of the **topmost priority of assistance needed by MSMEs' operators is finance**. In addition, only 4.2% of 17.2 million MSMEs have been able to access loans or overdrafts from financial institutions while new entrants or start-ups find it practically impossible to access funds from banks.

In order to address these challenges the **"NATIONAL ENTERPRISE DEVELOPMENT PROGRAMME (NEDEP)"** was initiated by the Honourable Minister of Industry, Trade and Investment, Dr. Olusegun Aganga, CON. The programme, which is aimed at generating an estimated **5.0 million direct and indirect jobs** between 2013 and 2015, is focusing on **Skills Acquisition, Entrepreneurship Training/Business Development Service (BDS) and Access to Finance**. The entrepreneurship training/business development service component is being implemented under the One Local Government One Product (OLOP) platform while the access to finance component is being handled by the Bank of Industry (BOI) and the skills acquisition by the Industrial Training Fund (ITF).

The NEDEP, which is being coordinated by the **Small and Medium Enterprises Development Agency of Nigeria ("SMEDAN"),** is guided by empirical research based on experiences of successful similar enterprise development initiatives in Africa and Asia and the OLOP pilot projects in Kano and Niger States.

2. APPROACH

The eco-system for enterprise development and wealth creation in this case is composed of Bank of Industry (BoI), Small and Medium Enterprises Development Agency of Nigeria (SMEDAN) and Industrial Training Fund (ITF). The strategy to be adopted should be a three-pronged approach among the three (3) agencies namely; skills acquisition, entrepreneurship training and business financing. This would however, be done in collaboration with other stakeholders-domestic and foreign- in order to realize the objectives of the scheme.

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Figure 2 gives a schematic description of the Programme Action Plan component structure. The Action Plan is composed of 5 Components.

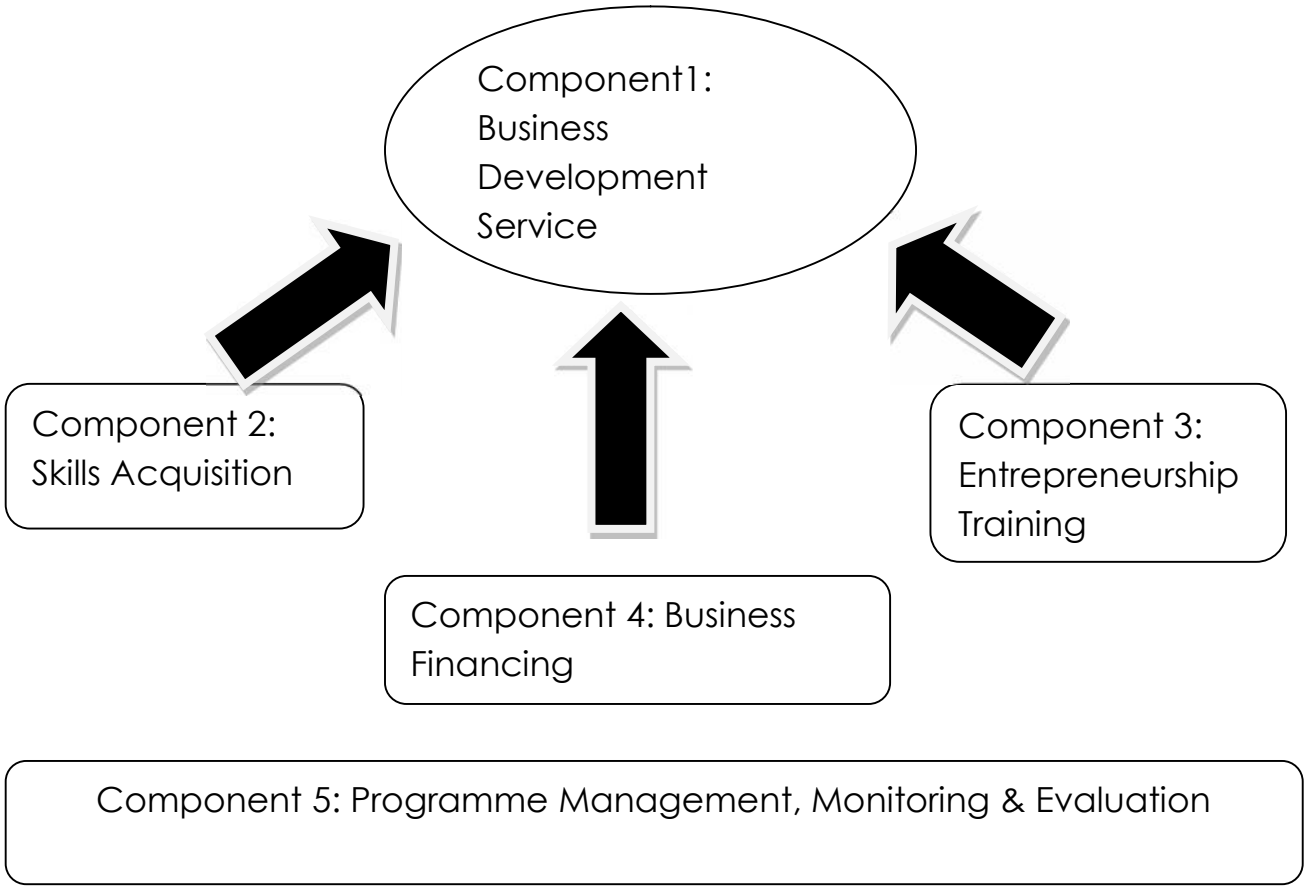

Figure 2 Action Plan component structure

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Since the success of the OLOP programme is significantly predicated on the comparative advantages of the local governments especially in terms of their agricultural and solid minerals endowments, SMEDAN would therefore work closely with the Raw Materials Research and Development Council (RMRDC) to produce a map of raw materials comparative advantages of Nigeria which exist and also scalable.

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In addition, credible as well as successful practicing and retired indigenous business professionals would be required to volunteer to provide free mentorship to participating entrepreneurs.

5. OLOP PROGRAMME DELIVERY/ACTION PLAN

Figure 2 gives a schematic description of the Programme Action Plan component structure. The Action Plan is composed of 5 Components and 14 Sub-components. The driving force of the Action Plan is Component 1, which acts as the interface between MSMEs and the OLOP Programme. To address the large demand and supply gap of BDS, Component 1 is designed to recruit and train a large number of BDS Volunteers, and deploy them to participating States/Local Government Areas (LGAs) in an effort to meet the demand with quality BDS deliveries. Under Component 1, BDS Volunteers will also be trained as entrepreneurs, and by the end of their service term they are expected to prepare themselves to run businesses or industrial establishments in their selected sectors.

Components 2, 3, and 4 develop and organise financial, training,

and technological contents to be delivered through Component 1, to achieve cost effective and efficient BDSs to MSMEs. Component 5 provides management, monitoring and evaluation, and administrative services for the entire Action Plan implementation. The management of the Action Plan should be based on results-based management that is consistent with a clear set of business ethics and principles, and facts obtained through the monitoring and evaluation system. Activities of the components will be determined through the process of Annual Work Plan and Budget development based on identified BDS needs such as credit needs, and capacity and technical development needs of MSMEs. The key to successful implementation of the Action Plan is the proper functioning of Component 5. Thus, it is important to assign qualified staff members with leadership and proved management skills to the PMU and SPMUs.

6. NATIONAL INDUSTRIAL SKILLS DEVELOPMENT PROGRAMME (NISDP)

Leveraging ITF's vast network and contacts in the organized private sector and drawing from her experience, a robust industrial skills acquisition programme was designed in consultation with members of the OPS that are also involved in the implementation of the programmes. The OPS members include International Oil Companies (IOCs), Multi-National Companies (MNCs), construction firms, other large and medium sized companies. We identified the skills gap amongst their personnel in order to prescribe and design courses/training programs in accordance with set standards, for such personnel on an in-plant basis as formal training centres located in areas with large numbers of MNCs to be financed by the companies. Several training models were designed to meet the manpower needs of OPS firms. This enabled the companies fulfill part of the provisions of the Nigerian Content Act and enhance efforts at domesticating Nigeria's economic production capacity in general. The IOCs; MNCs and large Corporates will be duly involved in ensuring that appropriate skills in terms of quality is provided and certified.

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United Nations Office for Projects Services recently identified at least 117 vocational/skills acquisition centres in the Niger Delta Region. However, only 20 are operational. Moreover, the graduates of these centres are not employable owing to non-certification of their programmes thereby not meeting global standards.

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9. PRIORITY TARGET AREAS

The following areas are targeted by the programme:

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e. Artisanal Miners.
f. Sports and Entertainment enterprises.

g. Oil & Gas local content enterprises.

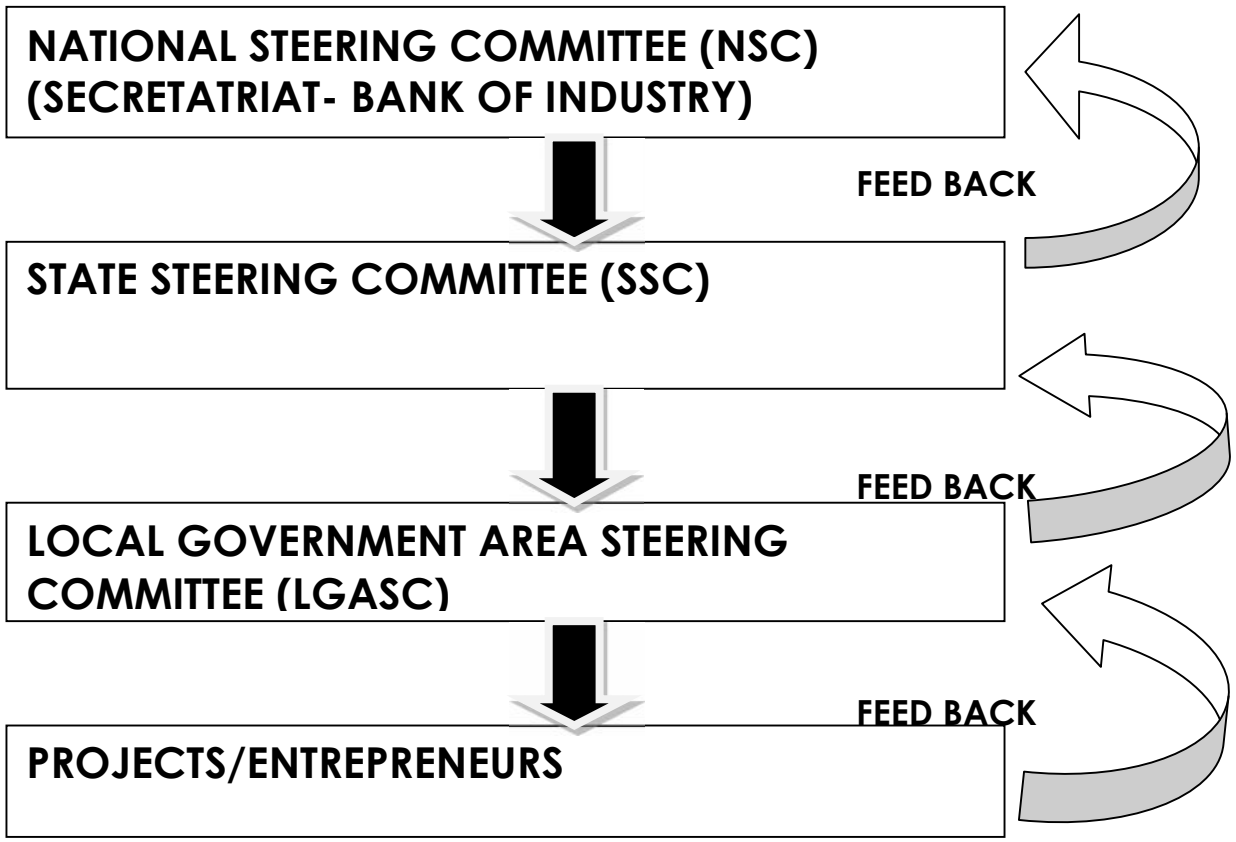
10. COLLABORATING INSTITUTIONS

The following institutions, among others, are working with BOI, SMEDAN and ITF to achieve the objectives of the programme:
Relevant Ministries, Departments and Agencies (MDAs), State Governments, Local Governments, Pan African University, Central Bank of Nigeria Entrepreneurship Development Centres, FATE Foundation, Growing Business Foundation, LEAP Africa, Life Above Poverty (LAPO), Abuja Enterprise Agency, Empretec, University of Nigeria, Nsukka and University of Ibadan Enterprise Centres, International Labour Organisation, United Nations Industrial Development organization (UNIDO), the World Bank, OPS, IOCs and MNCs.

11. HOW MANY JOBS WILL BE CREATED?

The programme is aimed at generating **3.5 million jobs** and/or an estimated **5.0 million direct and indirect jobs** between 2013 and 2015. Part of the targeted MSMEs includes some of the existing 17.2 million micro enterprises, OLOP beneficiaries and small & growing businesses.

12. IMPLEMENTATION STRUCTURE



13. Benefits/Potentials of NEDEP

a. It is aimed at generating an estimated **5.0 million direct and indirect jobs** between 2013 and 2015.
b. It will revitalize the rural economy, improve employment opportunities, create wealth and alleviate poverty in rural areas in Nigeria. This will be done through the establishment of sustainable MSMEs in the 774 Local Government Areas (LGAs) based on comparative and competitive advantages.
c. Entrenchment of entrepreneurial culture, industrialization of rural areas, enhanced industrial cluster development, increased MSMEs contribution to GDP, increased export potentials, etc.
d. Elimination of youth restiveness, militancy and other social vices (e.g. kidnapping, extremists' insurgence like boko haram, prostitution, armed robbery, drug abuse, thuggery, etc).
e. Entrenchment of social security system in Nigeria.

14. Attributes of NEDEP

a. Delivery by 3 Agencies (SMEDAN, ITF, BOI)
b. Formation and registration of Cooperative Societies
c. National and State Council on MSMEs
d. Restructuring of implementing Agencies (SMEDAN, BOI, ITF)
e. Implementation of the One Local Government One Product (OLOP) programme.
f. Development of One Product for Export in each State
g. Upgrading of Industrial Development Centres (IDCs) to MSMEs Clusters
h. Provision of Common Facilities & Services
i. Continuous Engagement, Monitoring & Reporting System

15. Implementation strategies

a. Sensitization and needs assessment
b. Selection of products
c. Baseline surveys and value chain analysis
d. Formation and registration of cooperative societies
e. Development of business plans by cooperative societies
f. Assessment of business plans and provision of finance
g. Access to markets
h. Access to equipment/machines
i. Entrepreneurship training
j. Vocational skills training

k. Delivery of Business Development Service (BDS)
l. Monitoring and evaluation (impact assessment)

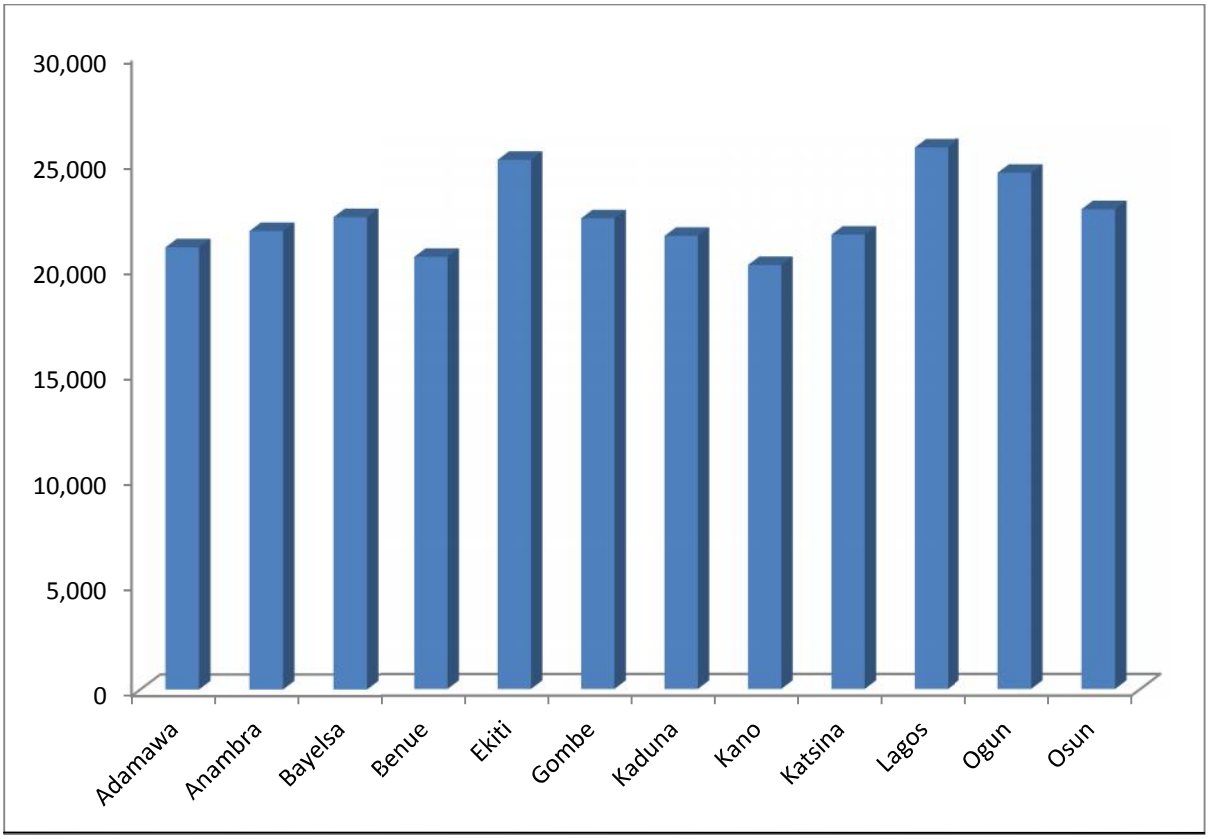
16. Current activity

a. Formation and registration of cooperative societies
b. Collection of business plans from cooperative societies across the country.

16. NUMBER OF EMPLOYMENT GENERATED PER STATE

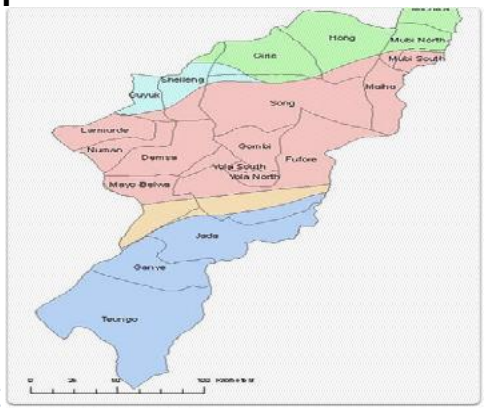
State	Number of Jobs
Adamawa	20,905
Anambra	21,672
Bayelsa	22,330
Benue	20,506
Ekiti	25,110
Gombe	22,335
Kaduna	21,500
Kano	20,120
Katsina	21,560
Lagos	25,697
Ogun	24,475
Osun	22,750
Total	**268,960**

Number of Employment Generated per state



The table above highlights the number of employment generated per state by the programme. The total number of jobs generated by the programme as at end of December, 2013 stood at 268,960. Lagos state has the highest, with 25,697 jobs, followed by Ekiti state and Ogun state with 25,110 and 24,475 jobs respectively.

Part 2: State: Synopsis on Products Selection



1. **ADAMAWA STATE**

Adamawa State was created on 27th August, 1991. It is located in the North Eastern part of the country. Prior to its creation in 1991, it was part of the North Eastern StateS from 1967 to February 1976 and Gongola State 1976 - 1991.

The State shares border with Gombe State to the North, and Borno State to the North East, while to the West it is bordered with Taraba State as well as the Republic of Cameroon to the East.

Adamawa State has a total area of 39,742.12 square kilometers. This is about 4.4 percent of the land area of Nigeria. The 2005 projected population of the State is 3,106,585, giving population density of 68

persons per square kilometer

The State lies between 8O0 N and 11N and longitude 11.50 and 13.50 E. The State generally is characterized by many rivers; the major one is the River Benue whose source is from the highlands of the Cameroon and flows southwards to join the River Niger.

Adamawa State is blessed with abundant human and material resources, readily at the disposal of every investor to harness. The state has a vast fertile land suitable for farming and other economic activities.

Adamawa State is so diverse that you can interact with community leaders, native citizens and early/modern farmers, cattle rearers, not to mention all the great food, arts, and festivals to take in. Whether you are making your way back and forth for family, business or planning a getaway, you can come here to check out the ever changing conditions in the ''Land of Beauty''

DAIRY

Dairy production is an important part of agriculture. Milk and other dairy products remains a staple in the diets of most Nigerians. In 2000, there were about 90,000 dairy farms settlements in Adamawa State.

Modern dairy production is diverse with systems ranging from cows housed indoors year-round to cows maintained on pasture nearly year-round. Expansion to larger herd sizes has allowed producers to increase the efficiency of production and capitalize on economies of scale, but it has resulted in environmental challenges with larger numbers of cattle and more manure concentrated in smaller areas.

International dairy commodity prices strengthened from already high levels in the three months to mid-December and are expected to remain high at least for the first half of 2014. The increase of export supply since September, as producers have responded to improved margins, has been largely soaked up by continuing vigorous buying from China.

SUGARCANE

The world sugar economy is characterized by a combination of complex problems affecting both developing and developed countries whether they export cane or beet sugar. It is faced with recurring supply/demand imbalances reflected in extremely volatile prices on free markets. Over the past five to six years, world free market prices have been severely depressed and in 1985 probably reached all time lows. This situation has of course had most unfavourable repercussions on farm incomes and commodity exports from many countries, particularly developing countries which depend on sugar for a large proportion of their export earnings.

Sugar cane and cane sugar exports are the mainstay of many developing countries principally in Latin America and the Caribbean but also in southern Africa, Asia and the Pacific. Even with the "rock bottom" prices prevailing on export markets in recent years, sugar still accounted in 1984 for US $8 000 million in export income or nearly 10 percent of the total value of agricultural exports of all developing countries, including fishery and forestry products. Again despite the low prices, sugar was second only to coffee as an individual source of export income for developing countries and a larger earner than all cereals, livestock products, forestry and fishery products. This highlights the dependence of developing countries on cane sugar exports and the pressures which they must be under because of the drastic decline in sugar revenues.

Nigeria is one of the most important producers of the crop with a land potential of over 500,000 hectares of suitable cane field capable of producing over 3.0 million metric tons of sugarcane and processed will yield about 3.0 million metric tons of sugar (NSDC, 2003).Nigeria is noted to be abundantly blessed with human, water and environmental potentials for the production of sugarcane. Most of the areas in the northern states where water for irrigation is available can be used for sugarcane cultivation.

The crop can be rotated or even inter -planted with other crops where land with adequate sources of water abounds like in the various River Basin Development Authority Areas. The long hours of sun shine and its intensity in the north is one of the major determinants of the high yield potentials of sugarcane and other similar crops. Generally, sugarcane for domestic consumption is produced more than that produced for industrial use for obvious reason. Thus, chewing cane account for between 55 –65 percent of the total cane production.

The Savannah Sugar Company (SSCL) has taken off at Numan, Adamawa State in 1980.The sugar industry is the major user of the sugarcane as its raw material source their requirement from local producers through the concept of out growers scheme of cane delivery. Sugarcane farmers are organized to grow and supply sugarcane for processing by the existing sugar plants. This is to encourage the production of sugarcane to feed sugar mills through the activities of smallholder and corporate out - growers. This approach tends to minimize the overhead cost of sugarcane processors and enable them to concentrate on processing rather than growing of sugarcane (NSDC, 1996).

GROUNDNUT

Groundnut also known as peanut (Arachis hypogaea) is considered as one of the important oil seed crops and is grown throughout the world. It has gained a lot of economic and nutritional importance worldwide.

Groundnut is an annual herb belonging to family Fabaceae. The crop is suitable for cultivation in the tropical regions. It prospers well in a light, sandy loam soil. However, it is also known for its ability to survive in less favourable agro-climate conditions. The pods need 4-5 months to ripen.

Groundnuts also known as peanuts are considered as a very health snack. To many, groundnuts may just be snacks to be munched on when watching their favorite television programme. But medical experts say is much more than a healthy snack.

Studies have shown that groundnuts contain nutrition goodies that contribute to a healthy heart, strong bones and have anti-aging properties to boot. There are five main nutrients required by the body to

maintain and repair tissues, such nutrients include, food energy, protein, phosphorus, thiamin and niacin. 

It has also been discovered that groundnuts product is very beneficial in the treatment of haemophilia and other related inherited blood disorders. People suffering nose bleeding and excessive menstrual flows are not left out of the many benefits embedded in eating groundnuts.

Nutrition content: Apart from protein, groundnuts provide you with 13 different types of vitamins and 26 essential minerals for good health and strong bones. Every 100 grams of groundnuts come, among others, with:90mg of calcium, 350mg of phosphorous, 2,8mg of iron, 7.0 mg of vitamin E. It is highly recommended for protein, phosphorous, thiamin and niacin content, among others.

It is recommended that growing children, pregnant women and nursing mothers should consume roasted groundnuts because it is said to provide all manners of resistance and immunity, against dangerous infections.

GLOBAL SCENARIO

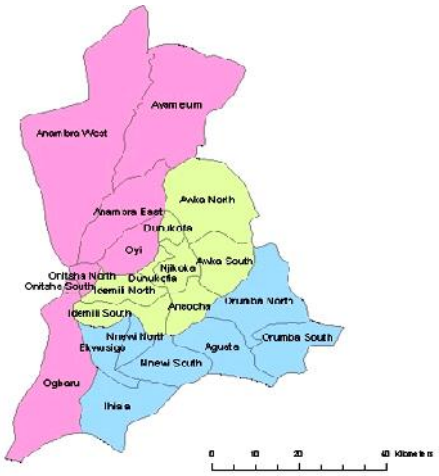
In 2009, global groundnut production was about **35.5 million tonnes**. China was the leading producer of groundnut with 13.3 million tonnes, followed by India at 5.53 million tonnes. Other regions where groundnut is produced include sub-Saharan Africa, and central and southern America. While India has the largest acreage of groundnut in the world, the USA leads in productivity with a yield of 3.54 tonnes per hectare.

WORLD EXPORT

The leading groundnut exporting countries are the USA, Argentina, Sudan, Senegal and Brazil accounting for 71 percent of the world exports. In the recent years, the USA has emerged as the leading

exporter of groundnut surpassing Argentina. The major groundnut importing countries are the European Union and Japan accounting for 78 percent of the world imports.

2. ANAMBRA STATE



Anambra is a state in the Eastern region of Nigeria with a population of about 4,055,048 (2006). Old Anambra State was created in 1976 from part of East Central State, and its capital was Enugu. A further re-organisation in 1991 divided Anambra into two states, Anambra and Enugu. The capital of Anambra is Awka. On creation, it took off with sixteen (16) Local Government Areas (LGAs), with its area covering 4,844 km^2 (1,870 sq mi). The state has many resources in terms of agro-based activities like fishery and farming, as well as land cultivated for pasturing and animal husbandry.

METHODOLOGY

The selection process was all inclusive as there was representation from all the relevant stakeholders within the state and all the 21 LGAs. The process thus, included visits, interpretation of OLOP guidelines, deliberations and final selection. All these were based on the needs of the markets, potentiality of the product, and value addition to the economy of the state.

A total of Eight (8) products were identified during the need assessment exercise, namely, Cassava, Yam, Rice, Palm, Okro, Groundnut, Poultry and fishery. Three of the aforementioned products are found in practically all the L.G.A (Yam, Fishery and Cassava).

Economic Value of Yam

Nigeria is by far the world's largest producer of yams, accounting for over 70–76 percent of the world production. According to the Food and Agricultural Organization report, in 1985, Nigeria produced 18.3 million tonnes of yam from 1.5 million hectares, representing 73.8 percent of total yam production in Africa. According to 2008 figures, **yam production in Nigeria** has nearly doubled since 1985, with Nigeria producing 35.017 million metric tonnes with value equivalent of US$5.654 billion.

In perspective, the world's second and third largest producers of yams, Côte d'Ivoire and Ghana, only produced 6.9 and 4.8 tonnes of yams in 2008 respectively. According to the International Institute of Tropical Agriculture, Nigeria accounted for about 70 percent of the world production amounting to 17 million tonnes from land area 2,837,000 hectares under yam cultivation.

Yam is in the class of roots and tubers that is a staple of the Nigerian and West African diet, which provides some 200 calories of energy per capita daily. In Nigeria, in many yam-producing areas, it is said that "yam is food and food is yam." However, the production of yam in Nigeria is substantially short and cannot meet the growing demand at its present level of use. It also has an important social status in gatherings and religious functions, which is assessed by the size of yam holdings one possesses.

Yam is grown on free draining, sandy and fertile soil, after clearing the first fallow. Tuber is the main part of the yam plant which has high carbohydrate content (low in fat and protein) and provides a good source of energy. Unpeeled yam has vitamin C. Yam, sweet in flavour, is consumed as boiled yam (as cooked vegetable) or fufu or fried in oil and then consumed. It is often pounded into a thick paste after boiling and is consumed with soup. It is also processed into flour for use in the preparation of the paste. Its medicinal use as a heart stimulant is attributed to its chemical composition, which consists of alkaloids of saponin and sapogenin. Its use as an industrial starch has also been established as the quality of some of the species is able to provide as much starch as in cereals.[1][.

ECONOMIC VALUE OF CASSAVA

Cassava (manihot esculenta crantz) is grown in many tropical countries of Africa, Asia and Latin America. Surplus production of cassava products enters international trade in different forms such as chips, broken dried roots, meal, and flour and tapioca starch. In Nigeria, cassava is grown in all the ecological zones; the crop is planted all year round depending on the availability of moisture. The peak of planting period is April to May. Mixed cropping system is the most practiced method of cassava production. Cassava is important not as a food crop but even more so as a major source of income for rural households. The world production of cassava root was estimated to be 184 million tons in 2002. The majority of production is in Africa where 99.1million tons were grown 51.5million tones were grown in Asia and 33.2million tons in Latin America and the Caribbean, (FAO 2005).

Nigeria is the world's largest exporting country of dried cassava with a total of 77% of world export in 2005.

ECONOMIC VALUE OF RICE

Rice is the world's most important staple food crop consumed by more than half of the world population as represented by over 4.8 billion people in 176 countries with over 2.89 billion people in Asia, over 150.3 million people in America and over 40 million people in Africa (FAO, 1996; It has been an important food commodity for most people in sub-Saharan Africa particularly West Africa where the consumption of cereals mainly sorghum and millet has decreased from 61% in the early 1970's to 49% in the early 1990's while that of rice has increased from 15-26% over the same period.

In Nigeria, the demand for rice has been on the increase since the mid 1970. During the 1960's, Nigeria had a per capita annual rice consumption of 3 kg which increased to an average of 18 kg during the 1980's, reaching 22 kg in the latter half of the 1990's). Since the mid-1980's, rice consumption has increased at an average annual rate of 11% with only 3% explained by population growth. Also, within the decade of the 1990's, reported a 14% annual increase in the demand for rice in Nigeria. The substitution of rice for coarse grains and traditional roots and tubers shifted the demand for rice to an average annual growth rate of 5.6% between 1999 and 2012.

SUMMARY OF PRODUCTS SELECTED AND VALUE CHAIN ANALYSIS PER LOCAL GOVERNMENT AREA

S/NO		LGA	PRODUCTS	VALUE CHAIN ANALYSIS
1.		Aniocha	cane furniture	Furniture,
2.		Njikoka	Poultry	Fish feeds, spice, fertilizers, energy for heat,
3.		Awka south	Blacksmith	Iron & steel tools
4.		Awka south	Foundry	Metal casting
5.		Nnnewi north	Poultry	Fish feeds, spice
6.		Nnewi north	fish farming	Oil, food supplement,
7.		Idemili south	Poultry	Fish feeds, spice,
8.		Idemili north	Cassava	chips, flour, pelettes, garri, tapioka, popo garri, starch, pap, fufu, custard, animal feeds, etanol, salad cream, queens cake, cookies, doughnuts, pasteries, bread, etc
9.		Ogbaru	Yam	Flour, Chips, Starch and Animal feeds
10.		Onitsha south	Poultry	Meat, fish feeds, spice,
11.		Onitsha north	Poultry	Meat, fish feeds, spice
12.		Orumba	Yam	Flour, Chips, Starch and Animal feeds
13.		Aguata	palm oil	Palm oil, palm kernel oil, palm kernel cake, broom, oguso, soap
14.		Awka north	ground nut processing	Groundnut oil, groundnut cakes, poultry feeds, soap
15.		Oyi	Cassava	chips, flour, pelettes, garri, tapioka, popo garri, starch, pap, fufu, custard, animal feeds, etanol, salad cream, queens cake, cookies, doughnuts, pasteries, bread, etc
16.		Dunukofia	Cassava	chips, flour, pelettes, garri, tapioka, popo garri, starch, pap, fufu, custard, animal feeds, etanol, salad cream, queens cake, cookies, doughnuts, pasteries, bread, etc
17.		Dunukofia	Yam	Flour, Chips, Starch and Animal feeds
18.		Anambra west	Yam	Flour, Chips, Starch and Animal feeds
19.		Anambra West	Cassava	chips, flour, pelettes, garri, tapioka, popo garri, starch, pap, fufu, custard, animal feeds, etanol, salad cream, queens cake, cookies, doughnuts, pasteries, bread, etc
20.		Aaghamelum	Rice	Starch, powered flour, rice cakes,
21. A		Aghamelum	Okro	Soup, vegetables,
22.		Anambra east	Cassava	chips, flour, pelettes, garri, tapioka, popo garri, starch,

				pap, fufu, custard, animal feeds, ethanol, salad cream, queens cake, cookies, doughnuts, pasteries, bread, etc
23.		Ihiala	Poultry	Meat, spice, fish feeds
24.		Ihiala	Yam	Flour, Chips, Starch and Animal feeds
25.		Nnewi south	Palm oil	Palm oil, palm kernel oil, palm kernel cake, broom, oguso, soap
26.		Nnewi South	Cassava	chips, flour, pelettes, garri, tapioka, popo garri, starch, pap, fufu, custard, animal feeds, etanol, salad cream, queens cake, cookies, doughnuts, pasteries, bread, etc
27.		Ekwusigo	Piggery	Meat, oil,cloth, leather, fuel,food,
28.		Ekwusigo	Yam	Flour, Chips, Starch and Animal feeds
29.		Orumba north	Cassava	chips, flour, pelettes, garri, tapioka, popo garri, starch, pap, fufu, custard, animal feeds, etanol, salad cream, queens cake, cookies, doughnuts, pasteries, bread, etc

3. BAYELSA STATE

Bayelsa State was created on October 1st, 1996 from the Old Rivers State. It is located in the Southern part of Nigeria. Bayelsa covers 21,100 Square Kilometers with capital at Yenagoa. It shares boundaries with Delta State on the North, Rivers State on the East and the Atlantic Ocean on the West and South. There are four main languages in Bayelsa State, which are Izon, Nembe, ogbia and Epie-Atissa.

With an estimated population of 1.9 million people, Bayelsa State is the core of the Niger Delta, the cradle of Nigeria's hydrocarbon industry and the only homogenous Ijaw State in Nigeria. It is one of the smallest State in terms of land mass, population and the Local Government

Areas. Bayelsa State is a major oil and gas producing area and it contributes over 30% of Nigeria's oil production with the highest per capital income. Bayelsa State is home to Oloibiri in Ogbia Local Government Area, where oil was first struck in Nigeria in commercial quantities in 1956. Gas production activities are currently being intensified in the State as feedstock to the Nigerian Liquefied Natural Gas Supply Plants in Bonny which is located in Oluasiri area of Nembe Local Government Area of the state.

The State has eight (8) federally recognized Local Government Areas. These include: Brass, Ekeremor, Kolokuma/Opokuma; Nembe; Ogbia; Sagbama; Southern Ijaw and Yenago.

Product identified

A total of six (6) products were identified during the need assessment exercise, namely, cassava, plantain, fish, rice, palm and sugar cane. Three of the aforementioned products are found in practically all the L.G.A (fish, cassava and plantain).

Product selection criteria

Every product selected is measured by rigorous selection criteria. All the products were researched to make sure they stand up to general expectations. Value was placed on products that have received general acceptance.

Economic value of cassava

Cassava (manihot esculenta crantz) is grown in many tropical countries of Africa, Asia and Latin America. Surplus production of cassava products enters international trade in different forms such as chips, broken dried roots, meal, flour and tapioca starch. In Nigeria, cassava is grown in all the ecological zones; the crop is planted all year round depending on the availability of moisture. The peak of planting period is April to May. Mixed cropping system is the most practiced method of cassava production. Cassava is important not as a food crop but even more so as a major source of income for rural households. The world production of cassava root was estimated to be 184 million tons in 2002. The majority of production is in Africa where 99.1million tones were grown 51.5million tones were grown in Asia and 33.2million tones in Latin

America and the Caribbean, (FAO 2005).Nigeria is the world's largest exporting country of dried cassava with a total of 77% of world export in 2005.

Economic value of Raffia Palm

The **Raffia palms** (*Raphia*) are a genus of twenty species of palms native to tropical regions of Africa, and especially Madagascar, with one species (*R. taedigera*) also occurring in Central and South America.

The Raffia fibres have many uses, especially in the area of textiles and in construction. In their local environments, they are used for ropes, sticks and supporting beams, and various roof coverings are made out of its fibrous branches and leaves. The membrane on the underside of each individual frond leaf is taken off to create a long thin fibre which can be dyed and woven as a textile into products ranging from hats to shoes to decorative mats. Plain raffia fibres are exported and used as garden ties or as a "natural" string in many countries. Especially when one wishes to graft trees, raffia is used to hold plant parts together as this natural rope has many benefits for this purpose.

Raffia palm also provides an important cultural drink. It can also be distilled into strong liquors, such as Ogogoro. Traditionally in some cultures where raffia and/or oil palm are locally available, guests and spirits are offered these drinks from the palm trees.

Rural communities in South-eastern, South-South and parts of South Western and Middle belt of Nigeria almost entirely depend on oil palm for their livelihood. Coconut is also important economic palm in these

parts of the country. The Raphia palm, which is an intricate part of the vegetation of the fresh water swamps of the South-East, and South West of Nigeria, provides livelihood to the vast majority of the population of the area. Date palm itself is important in the diet and economy of the Sudan and Sahel savannah of Nigeria.

Economic value on plantain

Plantain and banana are major sources of food in many regions throughout the world. Total world production of these crops is estimated to be over 76 million metric tons out of an estimated 12 million metric tons are produced in Africa annually. About 70 million people in the African sub-region are estimated to derive more than one quarter of their food energy requirements from plantain. Plantain is very critical in bridging the gap between the demand and supply of the basic carbohydrate staples.

It also control land degradation which could occur with the constant use of machinery (FA0, 1993). In Nigeria, plantain production is becoming a significant economic activity for income generation for both large scale and small holder farmers, especially for those who produce them within their home compounds or gardens. Plantain is one of the Primary Commodities for Investment across the south - south geo-political zone of Nigeria.

SUMMARY OF SELECTED PRODUCTS PER LOCAL GOVERNMENT AREA

S/NO	LOCAL GOVT. AREA	PRODUCTS
1	Yenagoa	plantain
2	Ogbia	plantain
3	Sagbama	cassava
4	Kolokuma Opukuma	cassava
5	Ekeremo	cassava
6	Nembe	fish
7	Brass	Fish

BENUE STATE

Benue State is rightly referred to as the food basket of the nation due to its immense agricultural resources. It is strategically located in the middle belt of the country with vast fertile land and has advantage and capacity to produce virtually all major food crops of the nation. The State is a major producer of yams, rice, sesame, soyabean, sorgum, maize, guinea corn, beans" cassava, groundnuts and bambara nuts. Tree crops like oil palm, mango, orange, cashew, kola nuts, etc also thrive very well in the State; and the state is a major supplier of fruits in the country. There is a great deal of livestock resources - goats, poultry, sheep, pigs, ability of fish and other aquatic resources remain largely untapped as the traditional methods of exploration guarantee only a small catch. Benue State maintains a leading status in agricultural production against' the background of a largely subsistence orientation. If mechanisation and other modem methods of farming are introduced, the State can singly feed Nigeria, provide enough raw materials for the nation's agro-based industries and get leverage surplus for exportation.

The state also accounts for over 70 percent of Nigeria's Soya beans production. It also boasts of one of the longest stretches of river systems in the country with potential for a viable fishing industry, dry season farming through irrigation and for inland waterways.

Benue is blessed with abundant mineral resources. These include Limestone, Gypsum, Anhydride, Kaolin, natural Gas, Salt, Petroleum Oil, Lead and Zinc, Barytes, Clay, Coal, Calcite, Germstones and Magnetite.

Product identified

A total of six (6) products were identified during the need assessment exercise, namely, cassava, plantain, fish, rice, palm and sugar cane.

Three of the aforementioned products are found in practically all the L.G.A (fish, cassava and plantain).

Product selection criteria

Every product selected is measured by rigorous selection criteria. All the products were researched to make sure they stand up to general expectations. Value was placed on products that have received general acceptance.

FRUITS

Benue State produces over one million metric tonnes of citrus fruits per annum, mostly produced by small and medium scale growers in the state. However, a significant amount of these fruits waste yearly due to the lack of processing facilities in the agriculture chain.

According to a United States Department of Agriculture (USDA) report, an upwardly mobile population, an expanding middle class, and increasing health awareness are factors driving the fruit juice market in Nigeria.

Fruit juice consumption in the country has grown by approximately 10 percent every year since 2002. Consequently, Nigeria has become a major market for juice and a major importer of juice concentrates as none was previously produced in the country. The need to import all concentrates has resulted in increasing the cost of production for manufacturers and reduced value being created in Nigeria. Yet while juice concentrate is being imported into the country, a significant percentage of locally produced fruit spoils – its value destroyed.

President Jonathan said,

> *We want to come up with policies and programmes that will create the enabling environment for the private sector to blossom in Nigeria, and that is the key driving force of our transformation agenda. We believe that all the states of the federation have products they can sell, and if governments of the various states look at areas where they have comparative advantage and work with organisations like Transcorp in those areas, before you know it, all states of this federation will have something, not just for our own local consumption, but something to export. Government will continue to encourage organisations like Transcorp, and I am quite pleased to commission this juice concentrate plant by Transcorp.*

SESAME SEED

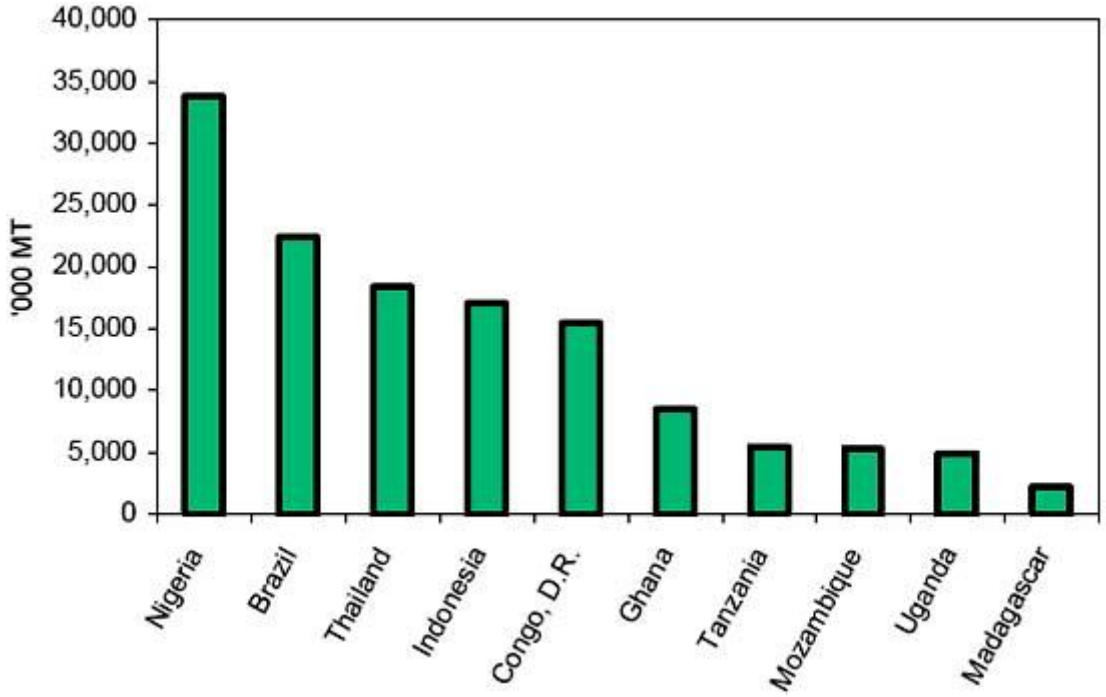
Sesame Seed is the most sought after vegetable oil in the world as its industrial ingredients can be used for the production of margarine, canned sardine, corned beef, soap making and ink and is well preferred to other vegetable oils because of its lack of odour, chemical composition, colour and taste.

Sesame seeds, also called benniseed, are mainly produced in Benue, Kogi, Nassarawa and Taraba States. Other areas of production include Niger, Jigawa, Kano, Bauch and Kwara States. The World trade sesame seed is about 550,000 metric tons at gross value of $400 million with a growth rate of 2.6 per cent per annum. Of this, the country's share of the world market is 4 per cent equivalent to N12.8 billion, and exporting about 1,700 metric tones to the EU and 22,000 metric tones to Japan." Sources said market opportunity exists for the country's sesame seeds in Korea, India, Middle East and the Mediterranean countries.

The National Sesame Seed Association of Nigeria, stated that the increasing use of Sesame seeds for industrial use, has resulted in its leading the oil and fats market such that Nigeria being the second largest producer of sesame seed in Africa, and ranking seventh in the World, should be deeply involved in exporting the commodity for economic gains. Nigeria earns a whooping N12.8 billion annually from exporting about 1,700 metric tons to the EU and 22,000 metric tons to Japan and UK.

CASSAVA

Nigerian cassava production is by far the largest in the world; it almost double the production of Brazil, Indonesia and Thailand. Cassava production in other African countries, the Democratic Republic of the Congo, Ghana, Madagascar, Mozambique, Tanzania and Uganda appears small in comparison to Nigeria's substantial output.



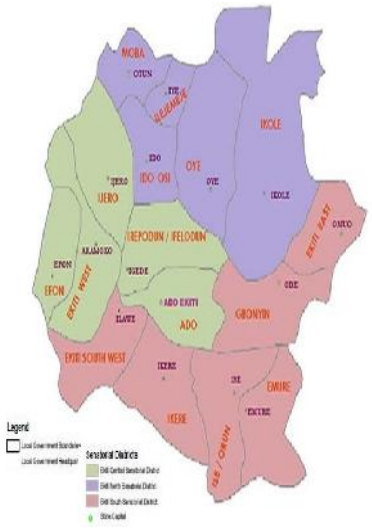
The Food and Agriculture Organization of the United Nations (FAO) in Rome (FAO, 2004a) estimated 2002 cassava production in Nigeria to be approximately 34 million tons. The trend for cassava production reported by the Central Bank of Nigeria mirrored the FAO data until 1996 and thereafter rises to the highest estimate of production at 37 million tons in 2000 (FMANR, 1997; Central Bank of Nigeria). The third series provided by the PCU (PCU, 2003) had the most conservative estimate of production at 28 million tons in 2002. PCU data collates state level data provided by the ADP offices in each state. Comparing the output of various crops in Nigeria, cassava production ranks first, followed by yam production at 27 million tons in 2002, sorghum at 7 million tons, millet at 6 million tons and rice at 5 million tons (FAO, 2004a).

SUMMARY OF SELECTED PRODUCTS PER LOCAL GOVERNMENT AREA

S/N	**LOCAL GOVT AREA**	**SELECTED PRODUCT**
1	Guma	rice, sorghum, cassava, ground nut
2	Kwande	rice, cassava, citrus
3	Oju	cassava, palm tree, timber

4	Apa	pepper, rice, locust bean
5	Makurdi	corn, rice, vegetable
6	Agatu	rice, fish, millet
7	Otukpo	solid mineral, cassava
8	Obi lga	cassava, beans
9	Ogbadibo	palm oil, kernel oil
10	Tarke	soya beans, tomatoes
11	Gboko	sorghum, cassava, citrus
12	Ushongo	bauxite, citrus, yam, mangoes
13	Ado	cassava, timber
14	Ohimini	cassava, sweet potato
15	Katsina-Ala	yam, cassava, vegetable
16	Logo	yam, cassava
17	Ukum	Yam
18	Gwer	soya beans, citrus
19	Gwer west	rice, guinea corn, sesame
20	Okpokwu	cassava, palm oil
21	Vadeikya	sweet potato, yam, cassava
22	Buruku	sugar cane, fishing, vegetable
23	Konshisha	yam, cassava

5. EKITI STATE



Ekiti State was carved out of the territory of old Ondo State, covers the former twelve local government areas that made up the Ekiti Zone of old Ondo State. On creation, it took off with sixteen (16) Local Government Areas, having had an additional four carved out of the old ones. Ekiti State is situated in the Northern part of old Ondo State and covers a land area of about 7,000 sq. kilometers. Its North-South extent boundary with Kogi State at Iye/Eruku and South boundary with Ikere/iju boundary along 5.30'E is 88 Kilometres while the West-East extent borders Osun State at itawure/Ijebu-Jesa and East boundary with Omuo/Igasi along Latitude 7'70'N is 100 kilometre.

Geography

The State is mainly an upland zone, rising over 250 meters above sea level. It lies on an area underlain by metamorphic rock. It is generally undulating country with a characteristic landscape that consists of old plains broken by step-sided out-crops that may occur singularly or in groups or ridges. Such rocks out-crops exist mainly at Aramoko, Efon-Alaaye, Ikere-Ekiti,Igbara-odo- ekiti and Okemesi-Ekiti. The State is dotted with rugged hills, notable ones being Ikere-Ekiti Hills in the south, Efon-Alaaye Hills on the western boundary and Ado-Ekiti Hills in the centre.

Climate and vegetation

The State enjoys tropical climate with two distinct seasons. These are the rainy season (April–October) and the dry season (November–

March). Temperature ranges between 21° and 28°C with high humidity. The south westerly wind and the northeast trade winds blow in the rainy and dry (Harmattan) seasons respectively. Tropical forest exists in the south, while savannah occupies the northern peripheries.

DEMOGRAPHICS

Ekiti land is naturally endowed with numerous natural resources. The state is potentially rich in mineral deposits. These include granite, kaolin, columbite, channockete, iron ore, baryte, aquamine, gemstone, phosphate, limestone, Gold among others. They are largely deposited in different towns and villages of Ijero, Ekiti West, Ado - Ekiti, Ikole, Ikere, Ise-Ekiti and other Local Government Areas.

The Land is also blessed with water resources, some of its major rivers are Ero, Osun, Ose, and Ogbese. More so a variety of tourist attractions abound in the state namely, Ikogosi Warm Spring, Ipole - Iloro Water Falls, Olosunta hills, Ikere, Fajuyi Memorial Park Ado - Ekiti and so on. The Ikogosi tourist centre is the most popular and the most developed. The warm spring is a unique natural feature, and supporting facilities are developed in the centre. The spring is at present being processed and packaged into bottled water for commercial purpose by a private company - UAC Nigeria.

Moreover, the land is buoyant in agricultural resources with cocoa as its leading cash crop. It was largely known that Ekiti land constituted well over 40% of the cocoa products of the famous old Western Region. The land is also known for its forest resources, notably timber. Because of the favorable climatic conditions, the land enjoys luxuriant vegetation, thus, it has abundant resources of different species of timber. Food crops like yam, cassava, and also grains like rice and maize are grown in large qualities. Other notable crops like kola nut and varieties of fruits are also cultivated in commercial quantities.

METHODOLOGY

The selection process was all inclusive as there was representation from all the relevant stakeholders within the state and all the 21 LGAs. The process thus, included visits, interpretation of OLOP guidelines, deliberations and final selection. All these were based on the needs of the markets, potentiality of the product, and value addition to the economy of the state.

A total of four (4) products were identified during the need assessment exercise, namely, Cassava, oil palm, Rice and plantain, three of the products (cassava, oil palm and rice) cut across all the 16 LGAs visited.

OIL PALM

As of 2011, **Nigeria** was the third-largest producer, with approximately 2.3 million hectares (5.7×10^6 acres) under cultivation. Until 1934, Nigeria

had been the world's largest producer. Both small- and large-scale producers participated in the industry.

Palm oil is naturally reddish in color because of a high beta-carotene content. It is not to be confused with palm kernel oil derived from the kernel of the same fruit, or coconut oil derived from the kernel of the coconut palm (*Cocos nucifera*). The differences are in color (raw palm kernel oil lacks carotenoids and is not red), and in saturated fat content: Palm mesocarp oil is 41% saturated, while Palm Kernel oil and Coconut oil are 81% and 86% saturated respectively

Along with coconut oil, palm oil is one of the few highly saturated vegetable fats. It is semi-solid at room temperature and contains several saturated and unsaturated fats in the forms of glyceryl laurate (0.1%, saturated), myristate (1%, saturated), palmitate (44%, saturated), stearate (5%, saturated), oleate (39%, monounsaturated), linoleate (10%, polyunsaturated), and alpha-linolenate (0.3%, polyunsaturated). Like all vegetable oils, palm oil does not contain cholesterol, although saturated fat intake increases a person's LDL.

Biodiesel

Palm oil can be used to produce biodiesel, which is also known as palm oil methyl ester. Palm oil methyl ester is created through a process called transesterification. Palm oil biodiesel is often blended with other fuels to create palm oil biodiesel blends. Palm oil biodiesel meets the European EN 14214 standard for biodiesels. The world's largest palm oil biodiesel plant is the Finnish operated Neste Oil biodiesel plant in Singapore, which opened in 2011.

The organic waste matter that is produced when processing oil palm, including oil palm shells and oil palm fruit bunches, can also be used to produce energy. This waste material can be converted into pellets that can be used as a biofuel. Additionally, palm oil that has been used to fry foods can be converted into methyl esters for biodiesel. The used cooking oil is chemically treated to create a biodiesel similar to petroleum diesel.

The use of palm oil in the production of biodiesel has led to concerns that the need for fuel is being placed ahead of the need for food, leading to malnourishment in developing nations. This is known as the food versus fuel debate. According to a 2008 report published in the *Renewable and Sustainable Energy Reviews*, palm oil was determined to be a sustainable source of both food and biofuel. The production of

palm oil biodiesel does not pose a threat to edible palm oil supplies. According to a 2009 study published in the *Environmental Science and Policy* journal, palm oil biodiesel might increase the demand for palm oil in the future, resulting in the expansion of palm oil production, and therefore an increased supply of food.

Market

According to the Hamburg-based *Oil World* trade journal,[*citation needed*] in 2008 global production of oils and fats stood at 160 million tonnes. Palm oil and palm kernel oil were jointly the largest contributor, accounting for 48 million tonnes, or 30% of the total output. Soybean oil came in second with 37 million tonnes (23%). About 38% of the oils and fats produced in the world were shipped across oceans. Of the 60.3 million tonnes of oils and fats exported around the world, palm oil and palm kernel oil made up close to 60%; Malaysia, with 45% of the market share, dominated the palm oil trade.

ECONOMIC VALUE OF CASSAVA

Cassava (manihot esculenta crantz) is grown in many tropical countries of Africa, Asia and Latin America. Surplus production of cassava products enters international trade in different forms such as chips, broken dried roots, meal, and flour and tapioca starch. In Nigeria, cassava is grown in all the ecological zones; the crop is planted all year round depending on the availability of moisture. The peak of planting period is April to May. Mixed cropping system is the most practiced method of cassava production. Cassava is important not as a food crop but even more so as a major source of income for rural households. The world production of cassava root was estimated to be 184 million tons in 2002. The majority of production is in Africa where 99.1million tones were grown 51.5million tones were grown in Asia and 33.2million tones in Latin America and the Caribbean, (FAO 2005). Nigeria is the world's largest exporting country of dried cassava with a total of 77% of world export in 2005.

ECONOMIC VALUE OF RICE

SUMMARY OF SELECTED PRODUCTS PER LOCAL GOVERNMENT

s/NO	LGA	Product Selected
1	Ijero	Pot/Mat Making
2	Ido/osi	cassava/poultry/oil palm
3	Oye	cocoa/cassava/oil palm/rice
4	Ikole	cassava/oil palm/poultry/fishery
5	Moba	oil palm/locust beans no
6	Gboyin	rice/cassava/oilpalm/piggery
7	Ise/orun	timber/oil palm/cassava/yam
8	Ado	poultry/honey/cotton/cassava
9	Ekiti East	cassava/oil palm/cotton
10	Ekiti west	rice/cassava/timber
11	Emure/Ise	locust beans/oil product/cassava/cocoa
12	Ekiti south west	plantain/mats/oil palm
13	Ikare	honey/poultry/fishery/cassava
14	Irepodun	rice/locust beans, soap/oil palm
15	Ilejemeje	oil palm/cassava/fishery
16	Efon	cassava/yam

6. GOMBE STATE

INTRODUCTION

Gombe is a forward looking state with significant economic resources and excellent mineral resources potentials, created on October 1 1996 out of the former Bauchi State. It is located in the north eastern zone, right within the expansive savannah region and shares a common boundary with the states of Borno, Taraba, Adamamwa and Bauchi.

Gombe State has an area 20,265 Square Kilometers with a population 2.4 Million with its Capital in Gombe. Other major cities include Dukku, Billiri, Bajoga and Kaltungo. Gombe State has various ethnic groups like Tangale, Terawa, Waja, Kumo, Fulani, Kanuri, Bolewa, Jukun, Pero/Shonge, Tula, Cham, Lunguda, Dadiya, Banbuka , Hausa and Kamo/Awak among others.

As a major food basket of the nation, Most of its 20,266Km2 landmass is cultivable. About 80 percent of the population are engaged in agriculture. The state government has put in plans for the construction of additional dams to significantly enhance the total land area available for irrigation. A number of food and cash crops and livestocks are produced in the state. They include: **Cereals**: Maize, Soghum,Rice and wheats: **Legumes**: Cowpeas, groundnuts,soya beans and bambara nuts. **Fruits:** Orange, Lemon, Mango, Guava, Paw-paw and grapes.Vegetables: Tomatoes, pepper, onions, okra, pumpkin and melon. **Tree Crops**: Gum Arabic, Kenaf, sugar cane, sunflower and ginger. Fisheries and LIvestock: cattle, sheep,goats, pigs, poultry, rabbits and fish of different varieties

METHODOLOGY

The selection process was all inclusive as there was representation from all the relevant stakeholders within the state and all the 44 LGAs. The

process thus, included visits, interpretation of OLOP guidelines, deliberations and final selection. All these were based on the needs of the markets, potentiality of the product, and value addition to the economy of the state.

The analysis of the reports showed that Tomato, animal fattening and grains took the centre stage in terms of spread and dominance of such enterprises.

ECONOMIC VALUE OF TOMATO

Tomato is one of the most commonly grown food producing plants in backyard gardens today. Tomato plants have a very high return on investment.

So, with a minimal investment of time and money, raising tomatoes in your backyard makes a lot of economic sense! Tomatoes can easily be grown in containers or hanging baskets as well as in traditional gardens – it is that simple! The good news is that tomatoes can be cultivated anywhere across Nigeria, and this is because our tropical condition is favourable to the survival of tomatoes. The Yorubas predominantly

cultivate the pluvial tomato. Today, the Hausas grow it more! There are many varieties though. The greater part of tomato production in Nigeria is undertaken in the North of the country. Kaduna, Kano, Jigawa, Katsina, Sokoto, Plateau and Bauchi states.

The edible fruit of the tomato plant has a range of uses in fresh and processed form. Breeding and selection techniques have yielded hundreds of cultivars that are suited for the myriad purposes for which the fruit is cultivated. Tomatoes have significant nutritional value and are an important source of lycopene, which is a powerful antioxidant that acts as an anti-carcinogen. They also provide Vitamins A, B and C, potassium, iron and calcium. Cultivated tomatoes vary in size, with the most widely grown commercial types producing red, globe-shaped fruit that tend to be in the 5–6 centimeters diameter range.

ANIMAL FATTENING

The principle of cattle and sheep fattening was inspired by the state of animals who are tied up in wintering houses, have sufficient pasture and water at their disposal, and who are remarkably overweight.

How it works.

In pens in front of the house or on farms, sheep and/or cattle are tied up to reduce their mobility. They are fed a variety of food, including hay and bran, and have sufficient water. The pens are cleaned regularly and a vet monitors and cares for them. The following steps help achieve cattle and sheep fattening.

- Building a pen or acquiring a farm and equipment
- Acquiring animals.

- Identifying a veterinary service that is able to diagnose illness and administer the appropriate care
- Hiring a person/people who is/are motivated and capable of caring for the animals
- Purchasing quality livestock feed in sufficient quantities

Cattle and sheep fattening is an innovation in breeding in the State. It is a system that promotes intensive livestock production and helps reinforce the quality of animals on the world market. It is practiced by all segments of society and brings them income.

ECONOMIC VALUE OF GRAINS

Grains are small, hard, dry seeds (with or without attached hulls or fruit layers) harvested for human or animal food. Agronomists also call the plants producing such seeds 'grain crops'. Main types of commercial

grain crops are cereals such as wheat and rye, and legumes such as beans and soybeans.

Harvested, dry grains have advantages over other staple foods such as the starchy fruits (e.g., plantains, breadfruit) and roots/tubers (e.g., sweet potatoes, cassava, yams) in the ease of storage, handling, and transport. In particular, these qualities have allowed mechanical harvest, transport by rail or ship, long-term storage in grain silos, large-scale milling or pressing, and industrial agriculture, in general. Thus, major commodity exchanges deal in canola, maize, rice, soybeans, wheat, and other grains but not in tubers, vegetables, or many other crops.

HEALTH BENEFITS

- Consuming whole grains as part of a healthy diet may reduce the risk of heart disease.
- Consuming foods containing fiber, such as whole grains, as part of a healthy diet, may reduce constipation.
- Eating whole grains may help with weight management.
- Eating grain products fortified with folate before and during pregnancy helps prevent neural tube defects during fetal development.

NUTRIENTS

- Grains are important sources of many nutrients, including dietary fiber, several B vitamins (thiamin, riboflavin, niacin, and folate), and minerals (iron, magnesium, and selenium).
- Dietary fiber from whole grains or other foods, may help reduce blood cholesterol levels and may lower risk of heart disease, obesity, and type 2 diabetes. Fiber is important for proper bowel function. It helps reduce constipation and diverticulosis. Fiber-containing foods such as whole grains help provide a feeling of fullness with fewer calories.
- The B vitamins thiamin, riboflavin, and niacin play a key role in metabolism – they help the body release energy from protein, fat,

and carbohydrates. B vitamins are also essential for a healthy nervous system. Many refined grains are enriched with these B vitamins.

- Folate (folic acid), another B vitamin, helps the body form red blood cells. Women of childbearing age who may become pregnant should consume adequate folate from foods, and in addition 400 mcg of synthetic folic acid from fortified foods or supplements. This reduces the risk of neural tube defects, spina bifida, and anencephaly during fetal development.
- Iron is used to carry oxygen in the blood. Many teenage girls and women in their childbearing years have iron-deficiency anemia. They should eat foods high in heme-iron (meats) or eat other iron containing foods along with foods rich in vitamin C, which can improve absorption of non-heme iron. Whole and enriched refined grain products are major sources of non-heme iron in American diets.
- Whole grains are sources of magnesium and selenium. Magnesium is a mineral used in building bones and releasing energy from muscles. Selenium protects cells from oxidation. It is also important for a healthy immune system.

SUMMARY OF SELECTED PRODUCTS BY LOCAL GOVERNMENT AREA

S/NO	LGA	Products
1	Akko	Tomato
2	Balanga	Rice
3	Billiri	Poultry
4	Dukku	Youghourt
5	Funakaye	Gypsium
6	Gombe	mechanised bakery
7	Kaltungo	grains processing
8	Kwami	bambara nut

9	Nafada	fish farming
10	Shangom	animal fattening
11	Y/deba	soya beans

7. KADUNA STATE

Introduction

Kaduna was created on 27th May, 1967 out of the former Northern region by the then regime of General Murtala Mohammed. Katsina State was created out of it in the state creation exercise of 1987. Its capital is Kaduna.

Kaduna state is located at the centre of Northern Nigeria. It has a political significance as the former administrative headquarters of the North during the colonial era. The state shares boundaries with Niger State to the west, Zamfara, Katsina and Kano states to the north, Bauchi and Plateau States to the east and FCT Abuja and Nassarawa state to the south. Kaduna State occupies 46,053 square kilometres.

Zaria is one of the major towns in Kaduna state and is very rich in history. Queen Amina ruled Zaria and was known as a great warrior, her territories stretching as far to Bauchi in the east and extending as far south as the River Niger. She builds a walled town wherever she conquered.

Kaduna State provides the meeting point of the earliest histories of Nigeria. It is the home of Nok which gave its name to the oldest culture of Nigeria - the Nok culture.

Local Government Areas

The twenty three local areas of Kaduna State are as follows: Birni-Gwari, Chikun, Giwa, Igabi, Ikara, jaba, Jema'a, Kachia, Kaduna North, Kaduna South, Kagarko, Kajuru, Kaura, Kauru, Kubau, Kudan, Lere, Makarfi, Sabon-Gari, Sanga, Soba, Zango-Kataf, and Zaria.

ECONOMY

Agriculture is the main stay of the economy of Kaduna state with about 80% of the people actively engaged in farming. Cash and food crops are cultivated and the produce includes: yam, cotton, groundnut, tobacco, maize, beans, guinea corn, millet, ginger, rice and cassava. Over 180,000 tonnes of groundnut are produced in the state annually. The major cash crop is cotton which the state has a comparative advantage in as it is the leading producer in the country.

The state is the successor to the old Northern Region of Nigeria, which had its capital at Kaduna. In 1967 this was split up into six states, one of which was the North-Central State, whose name was changed to Kaduna State in 1976. This was further divided in 1987, losing the area now part of Katsina State. Under the governance of Kaduna is the ancient city of Zaria.

GINGER

Economic and Social Impact of Ginger

In the 1980s, ginger world production was estimated at 100,000 t, but because of the several forms in which it is traded and the fact that a high proportion is consumed in the countries where it is grown or is used to provide seeds for the next crop, it is difficult to get accurate figures21. Other sources projected production to grow from 300,000 t in 1980, to 500,000 t in 1990, to 600,000tin 1998 38 . India, China, Indonesia, Nigeria, the Philippines and Thailand are currently the main producers. India alone produced 232,510 t in 1996-97 on 70,910 hectares, and exported 28,321 t in 1997-9828. However, Indian exports decreased to 6,580 tin 2000-2001, and 8,000 t in 2001-20021. The International Trade Centre 23 data show that China and Thailand were the major exporting countries in 1998-2000. China seems to be the preferred provider for Korea, while Pakistan buys most of its ginger from India.

Indonesia also provides ginger to Malaysia, and Hong Kong before it became part the People's Republic of China. Brazil is the third exporter of dried ginger. The three leading exporting countries in 2000 were China, Thailand, and Brazil. 23

World production of ginger oil, mainly from India and China, was estimated at 30t in 1998, and 100-200 t in 2004, with the major importing countries being United States, Europe and Japan. Oleoresin production in the 1980s was estimated at 150 t.38 Most of the oleoresin is
Produced by the consuming countries, European Union and the United States. In addition, India produces and exports approximately 50 to 100 t annually.42 Globally, ginger represents 15-16% of the tonnage of spices imported from 1996 to 2000 (Table 1). In the US, ginger has risen to be among the highest 12 spices consumed, replacing.

Main consumption areas

It is difficult to compare import data because they usually do not distinguish fresh from dried ginger. For instance, Japan is the number one importer of ginger, with 104,379 t in 2000, and no re-export.23 But Japanese traditionally consume preserve ginger made from a mild freshrhizome.21 Therefore, the Japanese import data may be inflated by the weight of fresh ginger, in addition to the weight of dried ginger, and thus may not be comparable to other nations. Other major importing countries are: US (19,035 t), UK (10,337 t), Saudi Arabia (8,248 t), Singapore (import 7,566 t, re-export 2,989 t), Malaysia (import 7,652 t, re-export 1,334 t), Korea (6,805 t), the Netherlands (import 6,981 t, re-export 2,858 t), Canada (4,680 t), Germany and France (Table 2). Both the Netherlands and Singapore serve as importing countries and re-export to neighboring countries (Netherlands), and other world countries.

MAIZE

Maize (*Zea mays* L.), or corn, is the most important cereal crop in sub-Saharan Africa and, with rice and wheat, one of the three most important cereal crops in the world. Maize is high yielding, easy to process, readily digested, and cheaper than other cereals. It is also a versatile crop; growing across a range of agro ecological zones. Every part of the maize plant has economic value: the grain, leaves, stalk, tassel, and cob can all be used to

produce a large variety of food and non-food products.

In industrialized countries, maize is largely used as livestock feed and as a raw material for industrial products, while in developing countries, it is mainly used for human consumption. In sub-Saharan Africa, maize is a staple food for an estimated 50% of the population. It is an important source of carbohydrate, protein, iron, vitamin B, and minerals. Africans consume maize as a starchy base in a wide variety of porridges, pastes, grits, and beer. Green maize (fresh on the cob) is eaten parched, baked, roasted or boiled; playing an important role in filling the hunger gap after the dry season.

CASSAVA

Cassava is one of the most important crops in Nigeria. It is the most widely cultivated crop in the southern part of the country in terms of area devoted to it and number of farmers growing it. Indeed, it is grown by almost every household. Cassava has also increased in importance in the Middle Belt in recent years. In all places, cassava has become very popular as a food and cash crop and is fast replacing yam and other traditional staples of the area. In all, over four-fifths of the cultivable land area is suitable for cassava growing.

Cassava is important, not only as a food crop but even more so as a major source of income for rural households. Nigeria is currently the largest producer of cassava in the world with an annual production of over 34 million tons of tuberous roots. Cassava is largely consumed in many processed forms in Nigeria. Its use in the industry and livestock feed, is well known, but is gradually increasing, especially as import substitution becomes prominent in the industrial sector of the economy. As a cash crop, cassava generates cash income for the largest number of households in comparison with other staples (Table 1). It is produced with relevant purchased inputs as frequently as and in some cases more frequently than other staples. A large proportion of total production, probably larger than that of most staples, is planted annually for sale.

SUMMARY OF SELECTED PRODUCTS PER LOCAL GOVERNMENT

S/N	LOCAL GOVT AREA	PRODUCT
1	CHIKUN	PEPPER
2	KAJURU	RICE
3	KACHIA	GINGER
4	JABA	GINGER
5	KAGARKO	GINGER
6	JEMA'A	CASSAVA
7	SANGA	SOYA BEANS
8	KAURA	SOYA BEANS
9	ZANGON KATAF	MAIZE
10	LERE	MAIZE
11	IGABI	MAIZE
12	KAURU	MAIZE
13	KUBAU	MAIZE
14	SOBA	MAIZE

15	IKARA	MAIZE
16	MAKARFI	RICE
17	KUDAN	TOMATO
18	GIWA	SOYA BEANS
19	SABON GARI	TOMATO
20	BRNIN GWARI	MAIZE
21	ZARIA	TAILORING/DIE
22	KADUNA NORTH	TAILORING/FASHION DESIGN
23	KADUNA SOUTH	FISH FARMING

8. KANO STATE

Kano State is one of the oldest States in Nigeria traditionally known for its prowess in Commerce, Agricultural and hides and skin. It is located in the North Western States and lies between latitude 13 degree North in the North and 11 degree North in the South. The total land area of the State is 20.760sq kilometers with a population of 9,383,682. Its influence is not only demographic but also economic. This is because it

represents an area of dominant influence over markets in adjacent areas.

Nigerian economy since the colonial times has been largely driven by export of raw materials. This was one of the aims of colonialism and even subsequent western strategies of neo-colonialism and globalization. Northern Nigeria, especially Kano, was a major producer of groundnuts. In fact Kano produced about half million tons which was about half of Nigeria's commodities as the main source of foreign exchange and government revenue. The oil boom of the 1970's made the government to neglect agriculture.

The people of Kano have been known for the "extensive initiative and perseverance". Kano merchants have been famous in West Africa some of them were even legendary for example the late Alhaji Alhassan Dantata who was the wealthiest Nigerian at the time he died. Alhaji Aliko Dangote one of the wealthiest African industrialists is a great-grandson of the late Alhaji Alhassan Dantata. Kano businessmen, including Dantata pioneered the first textile industry in Nigeria the Gwammaja Textiles established by the Kano Citizens Trading Company. It should be noted that even the pre-colonial period, Kano "was probably Nigeria's most celebrated textile exporting centre."

METHODOLOGY

The selection process was all inclusive as there was representation from all the relevant stakeholders within the state and all the 44 LGAs. The process thus, included visits, interpretation of OLOP guidelines, deliberations and final selection. All these were based on the needs of the markets, potentiality of the product, and value addition to the economy of the state.

The analysis of the reports showed that groundnut which has been the dorminant product even before independence has the highest percentage of 46%, followed closely by hides and skin with 11% and rice took the third position of 9%.

PRODUCT ANALYSIS

GROUNDNUT

Groundnuts also known as peanuts are considered as a very health snack. To many, groundnuts may just be snacks to be munched on when watching their favorite television programme. But medical experts say is much more than a healthy snack.

Studies have shown that groundnuts contain nutrition goodies that contribute to a healthy heart, strong bones and have anti-aging properties to boot. There are five main nutrients required by the body to

maintain and repair tissues, such nutrients include, food energy, protein, phosphorus, thiamin and niacin.

It has also been discovered that groundnuts product is very beneficial in the treatment of hemophilia and other related inherited blood disorders. People suffering nose bleeding and excessive menstrual flows are not left out of the many benefits embedded in eating groundnuts.

Nutrition content: Apart from protein, groundnuts provide you with 13 different types of vitamins and 26 essential minerals for good health and strong bones. Every 100 grams of groundnuts come, among others, with: 90mg of calcium, 350mg of phosphorous, 2,8mg of iron, 7.0 mg of vitamin E. It is highly recommended for protein, phosphorous, thiamin and niacin content, among others.

It is recommended that growing children, pregnant women and nursing mothers should consume roasted groundnuts because it is said to provide all manners of resistance and immunity, against dangerous infections.

ECONOMIC POTENTIALS

Groundnut also known as peanut (A rachis hypogeal) is considered as one of the important oil seed crops and is grown throughout the world. It has gained a lot of economic and nutritional importance worldwide.

Groundnut is an annual herb belonging to family Fabaceae. The crop is suitable for cultivation in the tropical regions. It prospers well in a light, sandy loam soil. However, it is also known for its ability to survive in less favorable agro-climate conditions. The pods need 4-5 months to ripen.

GLOBAL SCENARIO

In 2009, global groundnut production was about **35.5 million tonnes**. China was the leading producer of groundnut with 13.3 million tonnes, followed by India at 5.53 million tonnes. Other regions where groundnut

is produced include sub-Saharan Africa, and central and southern America. While India has the largest acreage of groundnut in the world, the USA leads in productivity with a yield of 3.54 tons per hectare.

WORLD EXPORT

The leading groundnut exporting countries are the USA, Argentina, Sudan, Senegal and Brazil accounting for 71 percent of the world exports. In the recent years, the USA has emerged as the leading exporter of groundnut surpassing Argentina. The major groundnut importing countries are the European Union and Japan accounting for 78 percent of the world imports.

LEATHER

There is no worldwide accepted unit of measurement for the production, trade or utilization data of hides and skins. They are given variously in countries' statistical series in terms of number (pieces) or of weight, while the product made from them, i.e. leather, is given in terms either of surface area or of weight. The number of hides may be confusing since the sizes of most common hides and skins differ considerably. However, if a weight basis is chosen, there is still considerable variation because of the ways in which hides and skins are cured. The most common state in which hides and skins are shipped, although by no mean universally practiced, seems to be wet-salted for cattle hides, calfskins and goatskins, though certain types of hides and skins are traded either dry-salted or pickled.

In Nigeria, agriculture has remained the largest sector of the economy. It generates employment for about 70% of Nigeria's population and contributes about 40% to the Gross Domestic Product (GDP) with crops accounting for 80%, livestock 13%, forestry 3% and fishery 4%.

Though contributing only 13% to the national GDP, livestock plays an important role by providing part of the nations protein needs and it is from it that hides and skin is gotten from.

Ranking only second to cocoa as Nigerians largest non-oil export in terms of volume ,processed hides and skin sure do have a lot of international demand where they are used in the production of leather products like shoes, bags, watch straps, belts etc.

Nigeria produces one of the best hides and skin in the world and in order to encourage the local processing of hides and skin, development of related industries and employment generation, government placed a ban on the export of raw hide and skin in Nigeria.

This ban on the export of raw hides and skin led to establishment of local tannery constantly in need of raw hides and skins for process hence creating supply opportunity for interested investors. However to tap into this opportunity, the investor would need to understand in details the different types and sizes of hides and skin in the market.

Important to note is the ever increasing competition between humans and industry for raw hides and skin in Nigeria which further creates scarcity of the product. The major market destinations for Nigeria's processed hides and shin is mainly in Europe and Asia with Italy , China ,Hong Kong leading the pack.

Though in Nigeria, majority of the product processed hides and skin tends to come from cow and goat, other animal skin equally have great demand and they include crocodile, buffalo, Zebra etc. It is however, important to note that in order to guide against indiscriminate killing and pouching of wild animals, the convention on international trade of endangered species of wild fauna and flora {CITES}, signed a treaty that restricts the importation of animal skins in order to preserve such animals. The treaty also empowers CITES to grant exemption for trade in skins of animals reared in captivity

RICE

Rice, one of Nigeria's staple foods, is grown in more than a hundred countries, with a total harvested area in 2009 of approximately 158 million hectares, producing more than 700 million tons annually (470 million tons of milled rice). It is on record that about 90 per cent of the rice in the world is grown in Asia (nearly 640 million tons). Next is the Sub-Saharan Africa, which is recorded to produce about 19 million tons and Latin America, coming close third with 15 million tons.

In 2001, Nigeria recorded a great upscale in milled rice production for marketing year 2001/02 estimated at 2.1 million tons, as against 100,000 tons from the previous year (2000). This happened, according to researchers, because rainfall and rice production in Nigeria was good in 2001, "except for isolated reports of flooding in some regions," they said. "Rice yields also increased due to growers using improved rice varieties," United States Department of Agriculture, a Foreign Agricultural Service, said.

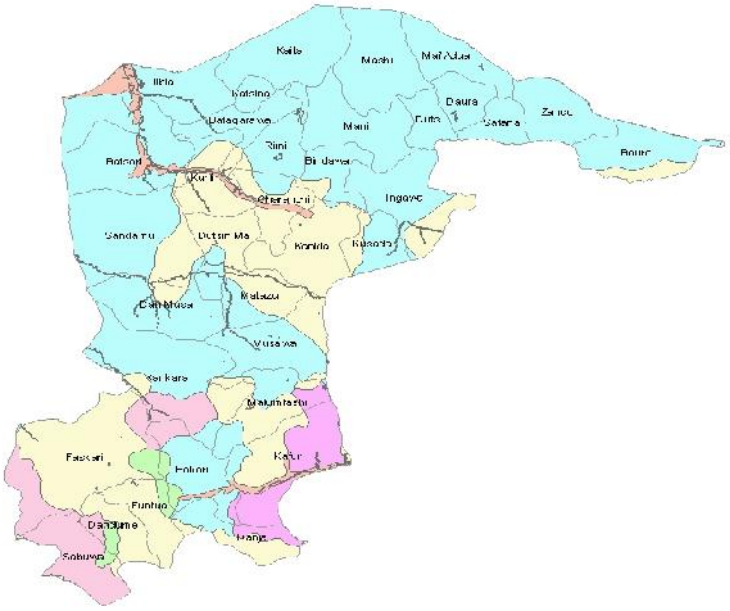
Nigeria is the second largest importer of rice in the world, buying at least two million metric tons per year from exporting countries like China and Thailand. Yet Nigeria's fertile land and rich agro-climatic conditions could easily produce rice to feed the entire country and generate surplus for the region.

SUMMARY OF SELECTED PRODUCTS PER LOCAL GOVERNMENT AREA

S/N	LGA	Product
1.	Kano Municipal*	Leather Works
2.	Kura*	Rice Processing
3.	Dawakin -Tofa*	Groundnut Oil
4.	Nassarawa	Leather Works
5.	Dala	Leather Works
6.	Fagge	Tailoring

7.	Gwale	Leather Works
8.	Gezawa	Groundnut Oil
9.	Gabasawa	Groundnut Oil
10.	Mijibir	Groundnut Oil
11.	Dawakin-Kudu	Sugar Cane
12.	Garko	Rice Processing
13.	Wudil	Dress Making (Babbar Riga)
14.	Gaya	Groundnut Oil
15.	Ajingi	Groundnut Oil
16.	Sumaila	Groundnut Oil
17.	Takai	Date Palm
18.	Madobi	Groundnut Oil
19.	Kumbotso	Groundnut Oil
20.	Kiru	Soybeans
21.	Kunchi	Tomato
22.	Garun Mallam	Tomato
23.	Bebeji	Groundnut Oil
24.	Bagwai	Tomato
25.	Makoda	Cassava
26.	Doguwa	Maize
27.	Gwarzo	Groundnut Oil
28.	Tudun-Wada	Rice Processing
29.	Danbatta	Habiscus Flower (Zobo)
30.	Ungoggo	Groundnut Oil
31.	Shanono	Groundnut Oil
32.	Tofa	Groundnut Oil
33.	Karaye	Groundnut Oil
34.	Rogo	Groundnut Oil
35.	Rimin-Gado	Henna
36.	Kabo	Cap Making
37.	Albasu	Groundnut Oil
38.	Bichi	Cassava
39.	Rano	Groundnut Oil
40.	Bunkure	Rice Processing
41.	Kibiya	Groundnut Oil
42.	Tarauni	Animal Feed
43.	Tsanyawa	Groundnut Oil
44.	Warawa	Rice Processing

9. KATSINA STATE



Introduction

Katsina State is located in the North-Western region of Nigeria, bordering Niger republic, Kaduna, Kano and Jigawa States. The majorities of the working population in Katsina State are farmers and cattle rears with rich cultural values and are highly regarded for their honesty, hard-work and hospitality.

The State was carved and created out of old Kaduna State in September 1987, with a land area of approximately 24,000 Square Kilometres. The state is also made up of two emirates, namely; Katsina and Daura emirates which feature prominently in the establishment of the seven Hausa Kingdoms.

The Agricultural Sector is the second development priority of the current administration and it is not unaware of the dire need for an Agricultural revolution in the region, particularly as an employer of more than 70% of the working population. Katsina State indigenes have a long-standing History of farming and cattle rearing. However, the population boom, cost of commercialization and advancements in modern Agriculture have resulted to the need for increased government financial and technical support. In order to address these issues the State Government swiftly revived Farm Settlement Centers around the State with the aim of providing various educational and technical capacity support in areas of Crop Production, Livestock rearing, fisheries and bee keeping, amongst others.

METHODOLOGY

The selection process was an all inclusive one as there was representation from all the relevant stakeholders within the state and all the 34 LGAs. The process thus, included visits, interpretation of OLOP guidelines, deliberations and final selection. All these were based on the needs of the markets, potentiality of the product, and value addition to the economy of the state.

The analysis of the reports showed that ten products were selected namely; wheat, tomato, soyabeans, sesame seed, pepper, rice, maize, leather works, groundnut and cotton. Groundnut, soyabeans and tomato were the most selected with an average of 20.5%, 17.64% and 14.71% respectively.

PRODUCT ANALYSIS

GROUNDNUT

Groundnuts also known as peanuts are considered as a very health snack. To many, groundnuts may just be snacks to be munched on when watching their favorite television programme. But medical experts say is much more than a healthy snack.

Studies have shown that groundnuts contain nutrition goodies that contribute to a healthy heart, strong bones and have anti-aging properties to boot. There are five main nutrients required by the body to

maintain and repair tissues, such nutrients include, food energy, protein, phosphorus, thiamin and niacin. 

It has also been discovered that groundnuts product is very beneficial in the treatment of haemophilia and other related inherited blood disorders. People suffering nose bleeding and excessive menstrual flows are not left out of the many benefits embedded in eating groundnuts.

Nutrition content: Apart from protein, groundnuts provide you with 13 different types of vitamins and 26 essential minerals for good health and strong bones. Every 100 grams of groundnuts come, among others, with:90mg of calcium, 350mg of phosphorous, 2,8mg of iron, 7.0 mg of vitamin E. It is highly recommended for protein, phosphorous, thiamin and niacin content, among others.

It is recommended that growing children, pregnant women and nursing mothers should consume roasted groundnuts because it is said to provide all manners of resistance and immunity, against dangerous infections.

ECONOMIC POTENTIALS

Groundnut also known as peanut (Arachis hypogaea) is considered as one of the important oil seed crops and is grown throughout the world. It has gained a lot of economic and nutritional importance worldwide.

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GLOBAL SCENARIO

In 2009, global groundnut production was about **35.5 million tons**. China was the leading producer of groundnut with 13.3 million tons,

followed by India at 5.53 million tons. Other regions where groundnut is produced include sub-Saharan Africa, and central and southern America. While India has the largest acreage of groundnut in the world, the USA leads in productivity with a yield of 3.54 tons per hectare.

SOYA BEANS

Nigeria presently produces about 500,000 MT of Soybean annually making it the largest producer of the product on the African continent. Soybean is a legume which is produced in most the middle belt of the country with Benue state accounting for about 45% of the total production in country.

In Nigeria, soya beans are mostly produced in the middle belt with benue state accounting for over 70% of the production in Nigeria. Some of the states producing soya beans in Nigeria include Kwara, Kogi, Oyo, Ondo, Osun, Nassarawa, Kaduna, Niger, Bauchi, Ogun, and Taraba states. Other states are Adamawa, Abia, Enugu, Anambra, Jigawa, Lagos, Plateau, Ekiti and the FCT

Soybeans are an important source of high quality and inexpensive protein and oil. With an average protein content of 40% and oil content of 20%, soybean has the highest protein content of all food crops and is second only to groundnut in terms of oil content amongst food legumes. Soybeans are used in the production of milk, edible oil and animal feed.

Soybean oil is a vegetable oil extracted from the seeds of the soybean with soya beans cake as a bye product. Although soya oil is wholly for

human consumption, the cake is mainly used as animal feed It is one of the most widely consumed cooking oils. As a drying oil, processed soybean oil is also used as a base for printing inks (soy ink) and oil paints.95 per cent of the oil is consumed as edible oil; while the balance serves as industrial raw materials in the production of paint, varnish, linoleum, and rubber fabrics, cosmetics including soaps, creams, and massage oils, etc. It also readily finds application in the production of biodiesel.

ECONOMIC POTENTIALS

The market for vegetable oil and soya beans cake is national. With a population of over 165 million people and an estimated national population growth rate of 5.7% per annum ,an average economic growth rate of 3.5% per annum in the past five {5} years, Nigeria has a large market for edible oil.

The demand is high but local supply low hence the need for importation in the past. Industry data suggest that Nigerian consumers use more than one million {1,000,000} tones of vegetable oil annually.

RECOMMENDATION

Nigeria-based Karma Foods Limited is establishing a $20 million factory that will take delivery of locally produced soybeans at the end of every year's harvest, and open up new marketing opportunities for Nigerian soyabean farmers.

The 75,000 metric tons processing capacity factory, which is located near Abuja International Airport close to Gwagwalada—about 30 minutes drive from Nigeria's capital city of Abuja—will create additional stable and sustainable demand for soybean in one of Africa's major producers.

Karma Foods plans to source 100% of its soybean demand locally. According to an official statement from the company; "We hope that this investment will help reposition soybean production in Nigeria, and more importantly, it will profit the Nigerian soybean farmer because he now not only has options to sell his products, but also can plant with a sense of security and the assurance that his produce has a committed buyer,''

To meet the company's soybean demand, Karma Foods and researchers from the International Institute of Tropical Agriculture under the Tropical Legume II project and the University of Agriculture Makurdi

will be backstopping farmers in Benue state with best practices in soybean production.

The company, the biggest soybean factory in Sub Saharan Africa outside of South Africa, will be creating tens of thousands of jobs along the soybean value chain, which will help reduce the level of unemployment in Nigeria.

An IITA Systems Agronomist says the emergence of Karma Foods will go a long way in increasing soybean production in northern Nigeria with a resultant increase in farmer's income.

IITA and partners are already promoting soybean production through the provision of high yielding improved varieties, creating awareness, promoting sustainable seed production systems (community seed schemes) and strengthening the capacities of seed companies to package and sell improved seeds.

Described as a 'miracle bean' or 'golden bean' because of its cheap protein-rich grain, soybean production in Nigeria has been stymied by unfavorable market which often times results to cyclical gluts.

A Molecular Geneticist/Plant Breeder at the University of Agriculture Makurdi, says the new partnership between research and industry will create sustainable demand and supply for the commodity, and make the farmers proud hence they now have a very large and committed buyer who is reaching out to them.

Over the years, IITA has made substantial efforts to improve the productivity of the crop by developing high yielding, early maturing varieties capable of modulating in association with local rhizobia, and possessing other good agronomic traits. The institute has also developed and released rust resistant soybean.

TOMATO

Tomato is one of the most commonly grown food producing plants in backyard gardens today. Tomato plants have a very high return on investment.

So, with a minimal investment of time and money, raising tomatoes in your backyard makes a lot of economic sense! Tomatoes can easily be grown in containers or hanging baskets as well as in traditional gardens – it is that simple! The good news is that tomatoes can be cultivated anywhere across Nigeria, and this is because our tropical condition is favourable to the survival of tomatoes. The Yorubas predominantly cultivate the pluvial tomato. Today, the Hausas grow it more! There are many varieties though. The greater part of tomato production in Nigeria is undertaken in the North of the country. Kaduna, Kano, Jigawa, Katsina, Sokoto, Plateau and Bauchi states.

The edible fruit of the tomato plant has a range of uses in fresh and processed form. Breeding and selection techniques have yielded hundreds of cultivars that are suited for the myriad purposes for which the fruit is cultivated. Tomatoes have significant nutritional value and are an important source of lycopene, which is a powerful antioxidant that acts as an anti-carcinogen. They also provide Vitamins A, B and C, potassium, iron and calcium. Cultivated tomatoes vary in size, with the

most widely grown commercial types producing red, globe-shaped fruit that tend to be in the 5–6 centimeters diameter range.

Harvest and post harvest management

Tomatoes may be harvested at the mature green stage, semi-ripe or fully ripe, depending on marketing requirements. They are very perishable and subject to surface and internal damage, and must be handled accordingly. Tomatoes are sensitive to chilling injury, with varying degrees of intensity depending on the maturity of the fruit. Proper temperature management for ripening and storage are critical to maintain quality. Tomatoes will not ripen normally at temperatures above 80 F. Fruit held below 50 F become susceptible to Alternaria decay during subsequent ripening. Low temperatures in the field may also damage mature-green tomatoes. Severity of chilling increases with increases in exposure time.

Chilling periods for fruit while in the field, during transit, and in storage have a cumulative effect. Thus, fruit chilled for only a short period in the field can become very susceptible to decay when held for only a short period at chilling temperature during transit or storage. Tomatoes should be kept out of cold, wet rooms because in addition to potential development of chilling injury, extended refrigeration damages the ability of fruit to develop desirable fresh tomato flavor.

Packaging and transport

In the field, in low technology systems, tomatoes are stacked in open baskets. More appropriately, immature tomatoes are commonly packaged in cartons, two-layer flats and wire-strapped crates. Ripe tomatoes are usually packaged in cartons, tray packs; three-layer stacked trays, and loose packs. One of the standard packs is the seven-ply 30 cm × 25 cm × 30 cm Corrugated Fibre Board box of 10 kg capacity. These boxes feature internal paper pieces as cushioning material to limit bruising and can be stacked in direct proportion to the listed Edge Crush Test (ECT). ECT measures the board's resistance to vertical crushing, with continued emphasis on reducing linerboard weights; ECT is becoming the key determinant of quality packaging.

International marketing arrangements

The worldwide trade in fresh tomatoes is expanding but key suppliers are primarily shipping to neighboring countries due to freight and tariff advantages, and to foster long-term relations. This is exemplified by the relationship between Mexico and the United States. Over 98% of Mexican tomato exports head to the US, and a 2008 Tomato Suspension Agreement between them binds virtually all Mexican exporters to sell in the United States at or above the applicable reference price.

Another leading exporter, Turkey, mainly ships to Russia and Eastern Europe. Turkey's total exports reached 335,000 tons in the first five months of 2009, up 20 percent over the same period in 2008. Jordan, the world's third largest exporter, ships mainly to other Middle Eastern countries with Iraq being its top export market. In like manner China exports to Russia, Kazakhstan, Vietnam and Hong Kong. There are growing cross-border trade arrangements between Burkina Faso - Ghana, and Tanzania – Kenya.

The perishable nature of the commodity, transportation costs and market preferences for fresh fruit have all steered the marketing arrangements in line with cross-border trading. Of increasing concern is the attention being paid to "food miles" as a coded marketing tool to distinguish low environmental impact tomatoes. "Food miles" is one factor used to assess the environmental impact of food since it refers to the distance food is transported from the time of production till it gets to the consumer.

Worldwide production and international sales

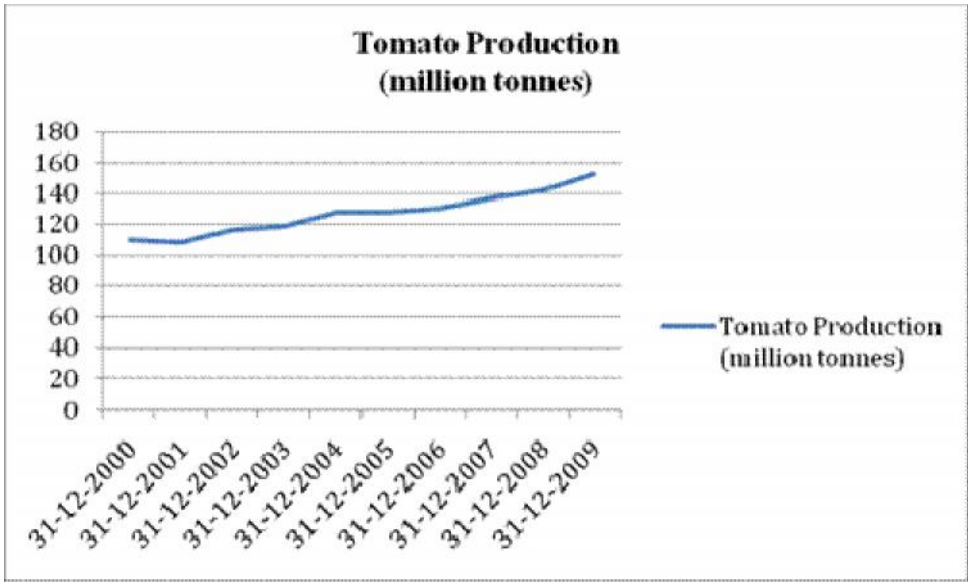
There has been a steady increase in the annual worldwide production of tomatoes as can be gleaned from Table 1 and Figure 1.

Table 1: Annual Worldwide Production of Tomatoes

Year ending	Tomato Production (tons)
31-12-2000	110,017,091
31-12-2001	107,955,919
31-12-2002	116,265,102
31-12-2003	119,097,733
31-12-2004	127,644,308
31-12-2005	127,929,037
31-12-2006	130,226,252
31-12-2007	137,291,870

Table 1: Annual Worldwide Production of Tomatoes	
Year ending	Tomato Production (tons)
31-12-2008	142,153,859
31-12-2009	152,956,115

Figure 1 Annual tomato production worldwide 2000-2009



The bulk of worldwide production is concentrated in a few countries that are extremely productive by dint of technical sophistication and the sheer numbers of plants cultivated. The top ten producer countries in 2008 and 2009 are identified in Table 2.

Table 2 Top ten producers of tomatoes, by volume, in 2008 and 2009.

Country	Tomato production 2008 (metric tons)	Tomato production 2009 (metric tons)
China	39,938,708	45,365,543
United States	13,718,200	14,141,900
Turkey	10,985,400	10,745,600
India	10,303,000	11,148,800
Egypt	9,204,100	10,000,000
Italy	5,976,910	6,877,400
Islamic Republic of Iran	4,826,400	5,887,710
Spain	4,049,750	4,603,600
Brazil	3,867,660	4,310,480
Mexico	2,936,770	2,591,400

Whilst "fresh/chilled tomatoes" is considered one commodity, there has been a shift towards the production of greenhouse tomatoes in some of the main producer/exporting countries. This is particularly evident in Mexico, the world leader in tomato exports.

In Mexico, open field yields have risen from 23 metric tons/hectare (mt/ha), 28 mt/ha to 39 mt/ha in 1990, 2000 and 2010 respectively. Those yields are lower than the 45 mt/ha obtained in parts of the US like Baja, California where the efficient pest and disease control protocols ensure optimal performance. Greenhouse cultivation of tomatoes gets much higher yields, but also requires more capital investment and more expensive inputs of labor, fertilizers and pesticides. Greenhouse yields in Mexico are generally about 150-200 mt/ha. Tomato growers in the USA and Canada using greenhouses achieve yields of up to 450mt/ha, the potential for significant increases in Mexican productivity exists.

All tomatoes are not produced or sold equally; there are significant differences in the mean unit prices obtained by exporting countries.

The United States imports more tomatoes by volume than the second and third place importers combined. The mean price at which the US sourced those tomatoes was lower than that at which Germany accessed their tomato imports, but higher than the mean Russian Federation price. Table 3 lists the top ten importers of tomatoes by value

Table 3 Top ten importers of tomatoes in 2010

Top ten Importers of Tomatoes in 2010 by value			
Country	Trade value ($)	Trade quantity (kg)	Mean price per kg
United States	1,879,534,489	1,532,491,924	$1.23
Germany	1,334,184,919	681,215,500	$1.96
Russian Federation	773,582,210	699,282,212	$1.11
United Kingdom	670,071,371	384,601,843	$1.74
France	608,674,710	497,387,900	$1.22
Canada	302,014,382	193,586,938	$1.56
Sweden	173,124,806	85,683,000	$2.02
Belgium	145,690,695	77,338,097	$1.88
Italy	132,437,305	97,270,928	$1.36
Czech Republic	132,224,370	91,419,161	$1.45

Mexico as the most significant exporter of Tomatoes in world trade earned a mean price of $1.06 per kilogram of the commodity. The lowest mean price obtained for exported tomatoes accrued to Jordan at sixty-three cents per kilogram. Italy and Canada secured the most attractive prices for their exports at $2.23 and $2.14 respectively.

Table 4 Top ten exporters of tomatoes in 2010

Top ten Exporters of Tomatoes in 2010 by value			
Country	Trade value ($)	Trade quantity (kg)	Mean price per kg
Mexico	1,595,315,056	1,509,615,649	$1.06
Morocco	571,284,039	784,964,560	$0.73
Turkey	476,873,744	574,278,907	$0.83
USA	373,626,415	224,278,636	$1.67
Canada	356,415,730	166,869,630	$2.14
France	355,117,720	189,462,000	$1.87
Italy	287,182,488	128,797,318	$2.23
Belgium	281,623,333	191,100,924	$1.47
Jordan	232,376,618	371,257,022	$0.63
Israel	73,635,000	66,567,807	$1.11

The significant trading partners for the major exporters are shown in Figure 2, the most valuable relationship is between Mexico and the US. France is Morocco's most important trading partner in the tomato trade whilst Russia obtains most of its imports from Turkey.

SUMMARY OF SELECTED PRODUCTS PER LOCAL GOVERNMENT AREA

S/NO	LGA	Product
1	Kurfi	Tomato
2	Kusada	soya beans
3	Maiadu'a	leather works
4	Malumfashi	soya beans
5	Mani	ground nut oil
6	Mashi	Pepper
7	Matazu	Rice
8	Ingawa	Sesame
9	Jibia	Wheat
10	Kafur	Maize
11	Kaita	Tomato
12	Kankara	cotton
13	Kankia	soya
14	Katsina	leather works
15	Danja	Tomato
16	Danmusa	ground nut oil
17	Daura	leather works
18	Dutsi	Pepper
19	Dutsinma	Rice
20	Faskari	soya beans
21	Funtua	soya beans
22	Bakori	soya beans

23	Batagaraw a	Tomato
24	Batsari	cotton
25	Baure	ground nut oil
26	Bindawa	ground nut oil
27	Charanchi	ground nut oil
28	Dandume	Rice
29	Musawa	soya beans
30	Rimi	ground nut oil
31	Sabuwa	Maize
33	Safana	ground nut
34	Sandamu	Tomato
35	Zango	Sesame

10. LAGOS STATE

Until the coming of the Bini's, Lagos's geographic boundary was what is known now as Lagos Mainland. Lagos Island, the seat of the Oba of Lagos then consisted of a pepper farm and fishing posts. No one lived there though. The name Eko was given to it by its first King Oba Ado during its early history, it also saw periods of rule by the Kingdom of Benin.[1] Eko was the land area now known as Lagos Island where the king's palace was built. The Palace is called Iga Idunganran which, translated means Palace built on the pepper farm. Oba Ado and the

warriors from Benin as well as some of the indigenous people who sought safety settled down in the southern part of Eko called "Isale Eko", Isale literarily meaning bottom, but must have been used to indicate downtown (as in Downtown Lagos).

The Lagos State Government accords relevant attention to the growth of agriculture. Successive governments in the State have continuously implemented various agricultural products, which include rice, maize, cassava, yam, plantain, vegetables, fruits, coconut, palm oil, fish, goat, sheep, rabbits and pigs. The quest of the state government with regard to the enhancement of agriculture is extremely inspiring. Farmers in the state have been provided with the required assistance from the state government. Agricultural inputs like fertilizer, pesticides, herbicides and tractors are continuously purchased and distributed to farmers throughout the state.

FISH

An important exotic food item commonly sold in major markets in Lagos Area is the stockfish. The stockfish is simply a type of fish (e.g. cod, hadlock, or hake) that is dried hard in the open air without salt.

Stockfish trading is very thriving in the whole of southern Nigeria. This exotic delicacy is consumed more by people of south-eastern origin-i.e the Ibo's, than any other ethnic group in the state. Since there is a very large concentration of Ibo - speaking people in Lagos State, the stock-fish business is very thriving.

The government has optimised the use of the natural endowments to develop industrial fisheries, artisanal fisheries and aquaculture facilities across Lagos. This is meant to address the shortfall of about 200,000 tonnes of fish which led Nigeria as a whole to import $700 million (about N105 billion) worth of fish and fish products in 2009 alone.

The success of the Ikorodu Fish Farm Estate sited on a 34-hectare parcel of land in Odogunyan, Ikorodu, which produces 10,000 tonnes of fish every year and is fully subscribed, is most notable. The Ketu-Ereyun Fish Farm Estate is located on a 60-hectare land on the Itoikin-Epe Road.This was conceptualised in response to the success of the Ikorodu Fish Farm Estate and in the same manner, has been subdivided into 482 plots for allocation to interested and qualified members of the public. Like the Ikorodu Fish Farm, the Ketu-Ereyun Fish Farm also has capacity for 10,000 tonnes but with additional supporting facilities like hatcheries, processing and marketing centres.

SNAIL

Like many other agricultural products in our markets, snails are abundant during the rains and sell at affordable prices, whereas during the dry season the reverse is the case. However, this situation is ameliorated by the upsurge in the establishment of large scale snail-farming both for local consumption and export, too.

The south-west part of Nigeria is situated in the tropical rain-forest. Furthermore, there are mangrove swamps. These ecosystems form natural habitats for snails. From time immemorial, there are peasant farmers who, during the rains, picked snails in very large numbers from the forests and swamps. The large sized and marketable ones are then brought down to the markets by middlemen and women.

On the other hand, younger snails are snapped up by snail-breeders who keep them in commercial quantities and nurture and sell them for huge profits. This is so because an adult snail is capable of laying about 300 eggs in a season, with about 33-34% hatching rate per clutch. Interestingly, snails are hermaphrodites and they mate for between six and ten hours!

POULTRY

Growing health concerns in Nigeria about smuggled imported poultry have led to a 20 per cent increase in local bird production in the last one year, boosting farmers' earnings and creating more jobs in the local industry. Poultry farming in Lagos State has a lot of economic potentials with high market turnover. Lagos State poultry farming has really improved and there is a bright future for the industry in the state. The Poultry Estate at Erikorodo, Ikorodu LGA of the State established to produce about 1 million eggs and 600,000 life birds annually has been laid out and allocated to 137 investors. The allocation is made up of 70 high density or small scale, 18 medium scale and 49 small density or large scale operators. About 1,000 potential investors had signified their interest to participate in the project.

This current growth was envisaged by the Nigeria Agribusiness Report in its third quarter 2011 edition, which predicted that between 2012 and 2015, due to rising living standards and expanding population, there would be an increase of about 23 per cent growth in the poultry industry. The prediction was based on increased government support, improved farming techniques and growing demand for poultry. This increased demand for wholesome poultry stock by the middle class has been spurring business expansion among existing poultry producers, and also stimulating new investments.

SUMMARY OF SELECTED PRODUCTS PER LOCAL GOVERNMENT

S/N	L GA	Selected product
1	IFAKO IJAIYE LGA	SOAP MAKING
2	OJO LGA	POULTRY
3	ETI OSA LGA	FISH FARMING
4	MUSHIN LGA	TRICYCLE
5	IKEJA LGA	AQUA CULTURE (FISH FARMING)
6	OSHODI/ISOLO LGA	POULTRY
7	KOSOFE LGA	PAINT PRODUCTION
8	MAINLAND LGA	BAKERY
9	AGEGE LGA	MERCHANDISE (PROVISION STORES)
10	IKORODU LGA	POULTRY
11	AMUWO ODOFIN LGA	FISH FARMING
12	SURULERE LGA	TRICYCLE
13	SOMOLU LGA	SOAP MAKING
14	EPE LGA	ARTISANAL FARMING (FISHING)
15	AMUWO ODOFIN LGA	HORTICULTURE
16	BADAGRY LGA	COCONUT PROCESSING
17	IBEJU-LEKKI LGA	FISH FARMING
18	APAPA LGA	GRASS CUTTER FARMING

11.OGUN STATE

Introduction

Ogun State, which was created in February 1976 with Abeokuta as the state capital, comprises the

Olumo Rock

old Abeokuta and Ijebu provinces. It was one of the nineteen states created out of the former twelve state structure of 1967.

The state shares an international boundary with the Republic of Benin to the West and interstate boundaries with Oyo State in the north, Lagos State in the south and Ondo State in the east.

Ogun State had seven Local Government Areas (LGAs) at its creation, out of which three additional ones were created to bring the number of local government areas in the state to ten. These are Abeokuta, Egbado North, EgbadoSouth, Ifo/Ota, IjebuEast, Ijebu North, IjebuOde, IjebuRemo, ObafemiOwode and Odeda local government areas (LGAs).

Agriculture is the main occupation in Ogun state, providing income and employment for about 70% of the labour force. The state's agricultural potential is rich, due to its comparative advantage in six major cash crops: cassava, cocoa, cotton, kola, oil palm and rice.

Ogun state is endowed with the ideal land resources for rice cultivation and the human resources to support its production. Ofada rice is believed to have originated from Ogun state. Ogun's proximity to Lagos provides a huge market for the state's rice.

Product identified

A total of ten (10) products were identified during the need assessment exercise. Three of the aforementioned products are found in practically all the L.G.A (ofada rice, cassava and palm oil).

Product selection criteria

Every product selected is measured by rigorous selection criteria. All the products were researched to make sure they stand up to general expectations. Value was placed on products that have received general acceptance.

OFADA RICE

Ofada gets it name from the locally produced rice which is a special delicacy of the Western part of Nigeria.It is usually served with Ofada Rice. The sauce itself is called Ayamase, the pairing is however so perfect that when people talk about Ofada Rice they are automatically associating it with the Ayamase.

The commercial product known as Ofada Rice is an aromatic rice, rendered aromatic principally by several days of fermentation during the parboiling process. "Real" Ofada rice is unpolished short grain and it is a rice with red kernels which researchers say is not closely related to any other rice known in Nigeria.

The Ofada rice production area has a geographical spread covering about 4 to 5 states, namely, Ogun, Lagos, Osun, Ekiti, and Oyo, with Ogun being the focal point at the moment.

CASSAVA

The Food and Agriculture Organisation, FAO, has disclosed that global cassava output has increased by 60 percent since 2000 and can sustainably increase cassava yields by up to 400 percent. Save and Grow , an environmentally-friendly farming model promoted by FAO that revealed this recently said the growth of Cassava can help turn the staple from a poor people's food into a 21st Century crop.

In a newly-published field guide detailing Save and Grow's applications to Cassava smallholder production, FAO noted that global cassava output has increased by 60 percent since 2000 and is set to accelerate further over the current decade as policymakers recognize its huge potential.

Spectacular results

Cassava is a highly versatile crop grown by smallholders in more than 100 countries. Its roots are rich in carbohydrates while its tender leaves contain up to 25 percent protein, plus iron, calcium and vitamins A and C. Other parts of the plant can be used as animal feed, and livestock raised on cassava have good disease resistance and low mortality rates.

One reason driving increased demand for cassava is the current high level of cereal prices. This makes it an attractive alternative to wheat and maize, particularly as cassava can be processed into a high-quality flour than can partially substitute for wheat flour.

PALM OIL

West Africa used to be the centre of the palm oil industry. The export of palm kernels began in 1832 and by 1911 "British" West Africa alone exported 157,000 tonnes of which about 75 percent came from Nigeria. In the 1870s, British administrators took the plant to Malaysia and in 1934 that country surpassed Nigeria as the largest exporter of the product. Led by Nigeria and Zaire, Africa continued to lead the world in production and export of palm oil throughout the first half of the 20th century. By 1966, however, Malaysia and Indonesia had surpassed Africa's total palm oil production.

In Nigeria, oil palm is indigenous to the coastal plain, having migrated inland as a staple crop. For millions of Nigerians, oil palm cultivation is part of the way of life –indeed it is part of their culture. However, during the past decades the country has become a net importer of palm oil. While in the early 1960s, Nigeria's palm oil production accounted for 43% of the world production, nowadays it only accounts for 7% of total global output.

In Nigeria 80% of production comes from dispersed smallholders who harvest semi-wild plants and use manual processing techniques. Several million smallholders are spread over an estimated area ranging from 1.65 million hectares to 2.4 million hectares and to a maximum of 3 million hectares.

The Federal Government appears to be now willing to revitalise oil palm production. In April 2010, the government launched –together with the UN's Industrial Development Organization (UNIDO) and the government of Cameroon- a Common Fund for Commodities "in order to improve the income generating potential of oil palm in West and Central Africa." The initiative was developed by UNIDO and funding is shared between Nigeria, Cameroon, UNIDO and the private sector.

SUMMARY OF SELECTED PRODUCTS PER LOCAL GOVERNMENT

S/N	L.G.A	Selected Products
1.	IJEBU-ODE	Cassava
2	IJEBU NORTH	Hatching, Breeding & Processing of Cat fish
3	IJEBU N. EAST	Poultry
4	IJEBU EAST	Hatching, Breeding & Processing of Cat fish
5	SAGAMU	Cassava
6	ODOGBOLU	Poultry & Animal Husbandry
7	IKENNE	Plantain
8	REMO NORTH	Cassava
9	OGUN WATERSIDE	Cassava
10	ODEDA	Cassava Flour, Quarry
11	ABEOKUTA SOUTH	Adire/ kampala/ tie & Dye
12	ABEOKUTA NORTH	Maize
13	OBAFEMI OWODE	Ofada (local) Rice
14	EWEKORO	Cassava/ Piggery
15	IFO	Cassava (fufu)
16	ADO ODO/ OTA	Oil Palm Products
17	YEWA SOUTH	Cassava
18	YEWA NORTH	Cassava/ Maize
19	IMEKO/ AFON	Tomatoes /Cassava
20	IPOKIA	Palm oil/

		Cassava

12. OSUN STATE

Osun State was carved out of the present Oyo State on August 27, 1991 by the then military regime. The people of the State are mostly farmers, producing such food crops as yam, maize, cassava, rice, plantain and cocoyam.

Osun lies approximately between latitudes 05 degree 55' and 08 degree 07' N of the equator and Longititudes 04 degree 00' and 06 05' E of the Greenwich meridian. It covers an area of 14,875 km and located within the lowland rainforest zone of Nigeria. The State is bounded by Ogun, Kwara, Oyo, Ondo and Ekiti States. Osun has thirty (30) Local Government Areas.

Product identified

A total of six (6) products were identified during the need assessment exercise, namely, cassava, plantain, fish, rice, palm and sugar cane. Three of the aforementioned products are found in practically all the L.G.A (fish, cassava and plantain).

Product selection criteria

Every product selected is measured by rigorous selection criteria. All the products were researched to make sure they stand up to general expectations. Value was placed on products that have received general acceptance.

BOOSTING THE ECONOMY THROUGH CASSAVA PRODUCTION

Cassava is Africa's most important staple food crop, after maize, and Africa produces half of the world's supply. The plant is used to make a starchy food called gari, and it is also a source for biofuel as well as animal feed. According to the Food and Agricultural Organisation (FAO) document repository, Nigeria is currently the largest producer of cassava in the world with an annual output of over 34 million tonnes of tuberous roots. Despite its preeminent position in cassava growing, Nigeria is yet to make much impact on the global cassava market, since most of its crop is consumed domestically. But with new initiatives under way aimed at increasing and improving cassava production and developing new ways to use the crop, Nigeria hopes to utilise cassava as part of its strategy to diversify its economy away from petroleum.

Cassava has been noted as one produce in the agric sector that can re-launch Nigeria into the league of economically viable nations using the agric route. Efforts in that direction have been steady since the inception of the Jonathan administration and the Agriculture Minister, erudite Dr. Akinwunmi Adesina has been raising the stakes in the cassava production. Recently he presented a loaf of bread that was baked with cassava flour to the Nigerian President who made a good show of the event by eating the bread gleefully before his Ministers at the Federal Executive Council meeting. By that action President

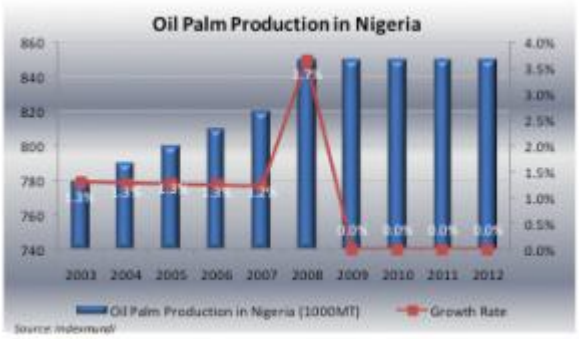
Jonathan was directly making a statement that the he supports the effort of the Agric Minister in his drive to make cassava production one of the foreign exchange earners for Nigeria as well as a product that take us to greater economic heights.

This sub-sector apart from being alternative source of revenue also has the potential to generate the much needed employment for our teeming youths. It also promises to feed a variety of local industries which use cassava as raw material thereby reducing our over dependence on other countries for materials we can produce locally. Such industries as pharmaceutical and beverage industries stand to benefit a lot from cassava and the economies of scale as so enormous that it ought not to be ignored.

PALM OIL

Beginning 1950s and till mid-1960s, Nigeria remained the largest producer of crude oil palm world over. It had a market share of 43.0%, supplying 645,000 MT of palm oil, on annual basis, across the globe. The civil war which began in 1967 and lasted till 1970 changed all of that. The war predominantly took place in eastern Nigeria which was the seat of oil palm plantations. The oil palm belt includes the states of Abia, Anambra, Bayelsa, Akwa-Ibom, Cross River, Delta, Eboniyi, Ekiti, Enugu, Ondo, Ogun, Osun, Oyo, Imo and Rivers

The total land that is ideal for oil palm plantation totals approximately 24 million hectares in the whole of Nigeria. However, little over 3.0 million hectares of land is put to use. The total plantation area of oil palm in and around Niger Delta ranges from 1.4 million hectares – 1.8 million hectares, the wild grove plantation is more than 1.1 million hectares, smaller plantations (categorized as plantations below 1000 hectares) approximates to 26,000 hectares and organized large estates adds up to another 100,000 hectares.



Today, from being the largest producer of oil palm, Nigeria is now a net importer of palm oil. According to Index Mundi, a data portal, the domestic palm oil produced totaled 850,000 MT in 2012. As is visible, in the chart above, the growth in oil palm has stagnated at 850,000 MT since 2009. The consumption of palm oil in Nigeria amounts to 1.0 million MT per annum. The official figures states that the shortage in oil palm industry is estimated to be around 150,000 MT annually.

PLANTAIN

Economic value of plantain

Plantain and banana are major sources of food in many regions throughout the world. Total world production of these crops is estimated to be over 76 million metric tons out of an estimated 12 million metric tons are produced in Africa annually. About 70 million people in the African sub-region are estimated to derive more than one quarter of their food energy requirements from plantain. Plantain is very critical in bridging the gap between the demand and supply of the basic carbohydrate staples.

It also control land degradation which could occur with the constant use of machinery (FA0, 1993). In Nigeria, plantain production is becoming a significant economic activity for income generation for both large scale and small holder farmers, especially for those who produce them within their home compounds or gardens. Plantain is one of the Primary Commodities for Investment across the south - south zone in Nigeria

SUMMARY OF SELECTED PRODUCT PER LOCAL GOVERNMENT AREA

S/NO	LGA	Product
1	Atakumosa East	gold/cocoa/kola nut
2	Atakumosa West	baen cake
3	Ayedaade	
4	Ayedire	palm oil/cassava
5	Boluwaduro	palm oil, palm kernel cake, broom
6	Boripe	Pepper
7	Ede	Cassava
8	Ede south	okro/maize
9	Egbedore	palm oil
10	Ejigbo	palm oil/cassava
11	Ife central	bronze casting tech
12	Ife east a	Cassava
13	Ife East b	bread fruit/palm oil
14	Ife North	palm oil
15	Ife South	Plantain
16	Ifedayo	
17	Ifelodun	Cassava
18	Ila	Cassava
19	Ilesa East	Cassava
20	Ilesa West	Plantain
21	Irepodun	Cassava
22	Irewole)	Plantain
23	Isokan	Cassava
24	Iwo	meat processing
25	Obokun	Cassava
26	Odo-otu	Potato
27	Ola-oluwa	Cashew
28	Olorunda	palm kernel oil
29	Oriade	Yam
30	Orolu	Cassava
31	Osogbo	