



IITA

Youth Agripreneurs

Agriculture is the future

BULLETIN

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Frotchery Farms Limited at 1



The Frotchery team during their incubation program at IYA

Frotchery Farms Limited is one of the foremost spin-off enterprises recorded in the history of the IITA Youth Agripreneurs (IYA). The business is co-owned by three young graduates who were recruited as part of the Greenweath Agripreneurs- the first set of young people who were trained under the incubation program of IYA for 18 months. The business partners were into catfish production and processing while undergoing training with IYA.

Frotchery farms limited is an indigenous company, and takes pride in the production of high quality smoked fish, fish fillet, fish powder and frozen indigenous African fish using the smoking kiln technology to process healthy fish products

which meets international standard.

The partners; - Ngozi Chituru, Babatunde Ismail and Oni Hammed were passionate about creating a business in line with what they were trained on and approached the Director General, Dr Nteranya Sanginga in June 2017 to seek for financial assistance in establishing their independent enterprise.

It was a step taken with a lot of confidence not considering the challenges ahead of them. They presented a business plan which was screened and qualified them for funding. The business commenced with a total investment of 12,174USD. Within a year of establishing the business, it has grown in terms of experience, sales

and market. It has realised a revenue of over 18,500USD and penetrated 12 states in Nigeria and 3 countries besides Nigeria.

The team also created a website to increase the visibility and sales of their products.

Frotchery farms in 2017 projected to process 22 tons of fresh catfish but was only able to achieve 27% (about 8 tons), failing to reach the remaining 73% (about 14 tons) of the expected target due to lack of funds to upscale production, high cost of fish, unavailability of fresh fish and inconsistency of fish supply.

The team has however indicated interest in acquiring the 17 ponds formerly operated by their mother group-IITA Youth Agripreneurs to address the issue of availability of fresh catfish for production and also increase their income by diversifying into the production and sales of fresh catfish.

The enterprise which has created direct employment opportunities for 3 youths and indirect employment for 26 others through retail, distribution and W sales also offers trainings to aspiring young people who are interested in venturing into fish smoking business.

The business is projected to produce over 56 tons of fresh fish in the coming year with a revenue of N51,131,000 and a cost of N35,250,280 creating more opportunities for more direct and indirect employment.



Dr Sanginga at Frotchery Farms during a backstopping visit to the team



A sample of the branded smoked fish from Frotchery Farms

Hello Tractor Project ...so far, so good

In 2016, IITA, through its youth in agribusiness program started the implementation of the Hello Tractor Project.

The project focused on training young Nigerians on the business of owning, maintaining, and utilizing a fleet of Smart Tractors to increase their income while delivering valuable tractor services to farmers within their community thereby increasing

farmer incomes, rural / youth employment, and yields across targeted commodity group.

The project was coordinated by Oni Waheed, an Agripreneur who studied Water Resources and Management from the Federal University of Agriculture, Abeokuta (FUNAAB) in Ogun State. Through this platform, about 102

number of young people were trained in Oyo, Kano and Abuja. These youths after the training however gathered to form cooperatives in various locations to provide services for farmers in their respective locations of operations.

Below are some success stories from the project



Waheed Oni (2nd from left) at the launching of the Hello Tractor Project in 2016

One of such cooperatives is the Greentech Agropreneurs Cooperative (GAC). GAC is located in the Federal Capital Territory in Abuja and is presently working on a 10 ha sorghum farm under the FADAMA III additional financing for 2018 project. Greentech has launched three independent businesses ranging from grain production and mechanization service provision to poultry, fish farming, input supply and advisory service. This has enhanced the growth of the cooperative leveraging on various experience of members in the agricultural space.

Cofarms Greenaid Revolution(CGR) is a Limited Liability Company, co-owned by two members of Greentech; Joseph Ali and Greg Ikwe, graduates of Geology and Quantity Surveying respectively.

The business which is registered with the Corporate Affairs Commission (CAC) is located at the Bwari area of FCT with the aim of offering efficient and affordable agricultural solutions to farmers and members of the public in FCT and its environs. The business started operation in early 2018 and has been able to provide employment for additional three support

staff, attracting an investments to the tune of \$11,000. Joseph Ali, one of the co-owner of CGR was one of the 1000 entrepreneurs selected for the Tony Elumelu Entrepreneurship Program (TEEP) in 2018 and there are plans to get more youths involved

in Agriculture and help investors get value for money when they invest in the agricultural space.

Ace Farms is owned by one of the members of Greentech Cooperative Society, Esther Alozieuwa, a graduate of International Studies and History. Ace Farms which deals in poultry was established in 2017 after she participated in the IYA Agribusiness training program at Abuja in 2016, under the Hello Tractor-IITA project. The poultry which has a capacity of 1500 layers, has been able to employ additional four young people as staff. Ace Farms has generated a turnover of about \$3000 since inception in 2017. Esther Alozieuwa was recognized as one of the entrepreneurs doing great in Business in Nigeria by SME100Nigeria under 25 Entrepreneurs in 2017.

Muntaz Nigeria Ltd (MNL) is an agribusiness enterprise that focuses on crop and livestock. The business is owned by Yusuff Dagana a graduate of Law. Muntaz commenced operation in 2018 and is also into contractual supplies of basic input based on demand.



The Cofarms Greenaid Revolution giving a talk about their business during a radio program in Abuja

The FarmEasy Cooperative Society (Oyo group) is another group formed by IYA. The group is based in Oyo state.

Mr. Boluwaji Durogbola, is the President of FarmEasy Cooperative Society. He is a graduate of Crop and Pest Management and the CEO of Bostherix Resources Limited which he established in March 2017 after receiving agribusiness training from IYA under the Hello Tractor/IITA project. The business covers farm consultancy, farm maintenance supervision, input supply, market



Training of youths on the use of the smart tractor

links, project monitoring, etc.

Miss Modupe Oyetoso is the Secretary of FarmEasy Cooperative Society and a graduate of Computer Science. She is the CEO of Anchora Services, a business that focuses on gathering young farmers for training and agricultural investment links. Anchora Services provides a crowd-farming platform bringing smallholder farmers to cultivate together in clusters so that mechanization and other tools will be accessible and affordable for them, and also local processors can get access to large volume of raw agricultural produce at a specific location.

Using a farm estate platform known as smartfarm.com.ng farmers who are interested in farming but do not have the technical know-how subscribe to the platform where they can get access to land, professional managers and market for the produce. They

aggregate the produce and sell to local food processors. The farm uses weather data and drones to make informed decisions about farming operations and the subscribers gets update about all happenings on the farm from their smart devices through the web application. Anchora Service currently has over 120 registered users on the platform and it has cultivated 250 acres and generated over \$13,800 revenue.

The second platform is targeted towards smallholder farmers. They work in clusters of 50-100 farmers, farming in the same location in their community. They provide access to weather forecast, drone service and trainings on good agricultural practices to guide their operations. They have access to full mechanization service and the market to buy all they produce. Anchora Services currently has over 1000 farmers on this platform and they are being considered



Modulpe Oyetoso (L) with a business partner for funding by the Central Bank of Nigeria.

The farm which is located in Lanlate, Ibarapa Local Government in Oyo state started operations in January 2017. The company is registered as an enterprise with plans to register as a Limited Liability company by January 2019.

The project which was funded by USAID officially ended in July 2018.



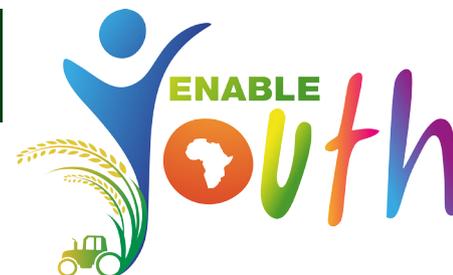
The members of the cooperative at a meeting during the 2018 Agtech conference in Abuja



A classroom training for the beneficiaries of Hello Tractor on customer relationship

Update on ENABLE Youth Program

Cote d'Ivoire



Agripreneurs and Incubation Centers Selected



Mr Bamba (far right) and Agripreneurs from DR Congo with the Minister, Mr Sidi Toure (M)



Mr Bamba giving a presentation on the IITA incubation model

Representatives of IITA Youth Agripreneurs from DR Congo joined experts from IITA and representatives of the Ivorian government in the selection of candidates and incubation centers for the commencement of the pilot phase of the ENABLE Youth Program.

The team visited Cote d'Ivoire in June and selected 20 (10 male and female) potential young people to get trained under the incubation program of the ENABLE Youth Program in Cote d'Ivoire and identified 14 incubation centers that can host incubation of the youth agripreneurs under the project.

The proposed incubation centers which are situated in locations such as lagunes (Abidjan et Bingerville), Grands Ponts(Dabou), Me (Azopé), Agnéby-Tiassa (Azaguié), Bélier (Yamoussoukro, Didiévi, Tiébissou et Kossou), Poro (Korhogo), Marahoué (Bouaflé), Haut-Sassandra (Daloa)

and Indénié-Djuablin (Abengourou) are being considered to host the agripreneurs and train them across the value chain of rice, cassava, vegetable and broiler production.

The value chains which were selected based on recommendation from Fonds Interprofessionnels pour la Recherche Agricole-an institution identified in Cote d'Ivoire for its support in promoting agricultural development were said to be viable enough to assist the selected agripreneurs in establishing profitable agribusiness enterprise after their incubation program under the ENABLE Youth project.

Head of Capacity Development in IITA, Mr Zoumana Bamba who led the IITA team on the mission explained the vision of IITA towards ensuring that young

people are productively engaged in agriculture. He also gave insight into the IITA incubation model and the business opportunities offered by the agricultural value chains to the agripreneurs but advised the agripreneurs to have the will, the commitment and the motivation to succeed.

The IYA representatives also took turns to share their experiences with the selected youths.

The Minister for Youth Promotion, Youth Employment and Civic Service, Mr M. Sidi Toure who was impressed with the engagement appreciated the IITA delegate for all their effort and pledged to collaborate and be actively involved with the youths in the accomplishment of the project in Cote d'Ivoire.

Cameroon

Implementation of ENABLE-Youth Kicks Off

After the signing of the implementation framework between the Ministry of Agriculture and Rural Development (MINADER) in Cameroon and IITA on 17th May, IITA and partners have commenced site assessment and selection of Youth Agribusiness Incubation Centers (YABICS).

Under the ENABLE Youth project, IITA is expected to lead and administer 12 Youth Agribusiness Incubation Centers following the IITA Youth Agripreneurs incubation model.

The team led by the Dr Masso Cargele and accompanied by the Technical Adviser to the youths, Dr Paul Woomer and an Agripreneur, Evian Aighewi visited "Institut Agricole d'Obala". It is a youth training center which is privately owned. The incubation center focuses on the rearing of fish, poultry and rabbit, production of fish and poultry feed, honey production, horticulture, fish hatchery, chicken hatchery, cassava production, and fruit juice processing. The team also visited Ecole Pratique D'Agriculture De Binguela,

a government-owned Youth Training Center which has 124 hectares of land for agricultural activities. The center focuses on fish and poultry production, horticulture, banana and plantain production, bee keeping, pig farming and forestry.

The mission which was still ongoing as at the time of gathering this report is expected to recommend potential centers that can host the beneficiaries of the program.

Picture gallery of the facilities at the proposed incubation sites in Cameroon



Commercial incubation and chick production occurs at the Obala school (left) but many poultry houses remain underutilized, suggesting opportunity for developing a poultry agribusiness park (right).



Youth display their food products produced by Yariland at Mbolmayo where plans to upscale production and diversify services were discussed with the ENABLE Youth Cameroon team.



An underutilized greenhouse suitable for large-scale seedling production

The team meets with staff and youth at EPAB to plan the start up for ENABLE Youth Cameroon Project

Private sector pledges support to the ENABLE Youth Program



The team meets with value chain actors in Tamatave Region

As the ENABLE Youth program continues to gain prominence in Madagascar, the private sector actors in the country have committed to support the initiative in the country. The program which is an initiative of the African Development Bank (AfDB) is being implemented by the Ministry of Agriculture with technical support from IITA and it aims at creating youth employment through agribusiness ventures.

The ENABLE Youth program is viewed as an initiative that will not only create jobs but also address the issue of food and nutrition security concerns in the country.

To foster this support and partnership with the private sector, a team from IITA comprising of Mary Thiongo, Fred Murhula and Cheick Diarra met with key actors in Tamatave and Vatovavy Fitovinany Manakara region of the country.

In Tamatave, the team met with the Bank of Africa while imploring the financial sector to collaborate with the ENABLE Youth program to facilitate access to finance by developing friendly financing instruments to support youths going into agribusiness ventures.

Noting that one of the key challenges facing youths in startup ventures was access to financial services, the team indicated that the ENABLE Youth program was committed to ensuring youths had bankable business

plans against which funding would be extended. The team stressed to the bank that the incubation program would provide training, mentorship and handholding services as well as develop a Risk Sharing Financial Mechanism for the youths. This according to the team is a strategy that would enhance risk minimization.

In a rejoinder, the bank indicated their willingness and commitment to support the youths and indicated that they would draw from their rich experiences in financing agribusiness projects.

The Manager indicated his and the bank's willingness to offer technical and financial support to the youth agripreneurs.

In Vatovavy Fitovinany Manakara, the team interacted with local development actors in the region, with the purpose of sensitizing them about the ENABLE Youth program and soliciting their support towards the implementation of the program in the region.

The development actors drawn from the private sector, farmer organizations and the SMEs in the region noted that youth unemployment especially in their region remained a huge challenge and was a major concern for everyone. They indicated that the problem required

involvement of all actors in the region; and they consequently affirmed their support for the program which can assist in reducing the rate of unemployment in the region.

One of the actors Mr. Andrianaivo who is the Director of the FINARITRE Cooperative commended the team for providing youths in the region an opportunity to do exploits in agriculture.

The Youth Agribusiness Incubator in the region will commence intake of the first cohort in August 2018 and will focus on assorted value chains that will have viable business opportunities for the youths.

The partnership is expected to promote youth agripreneurship and establish business models that would ensure the graduate trainees under the project are engaged in sustainable business activities. The youths will benefit from gaining knowledge, skills and understanding of the dynamics of the business sector, have access to both local and international markets linkages, and gain understanding about standards and other requisite regulations that will support their business ventures.

ENABLE



TAAT

ENABLE-TAAT...advancing youth-led agricultural transformation across Africa

After the submission of the ENABLE-TAAT project proposal and long wait for its approval, the program has eventually kicked off with the implementation of the compact operations in the identified countries.

ENABLE-TAAT project which is funded by the African Development Bank (AfDB) is one of 15 Compacts comprising the Technologies for African Agricultural Transformation Program (TAAT) and led by the Youth in Agribusiness Unit of the International Institute of Tropical Agriculture (IITA).

The project provides services to nine TAAT Value Chain Compacts, starting with their respective commodities and technologies and delivering them in forms that stimulate youth-led agribusiness. The operations are guided by four objectives; to expand agribusiness opportunities, to provide agribusiness support for those businesses, to improve human nutrition through access to TAAT germplasm, and to advance youth empowerment

through advocacy and awareness of agricultural transformation.

These are reflected through 5 activities across 19 African countries which include Nigeria, Ghana, Benin, Burundi, Cameroon, Cote D'Ivoire, Kenya, Liberia, Malawi, Mali, Sierra Leone, Sudan, Uganda, Togo, DRC, Zambia, Senegal, Tanzania, and Madagascar.

The agribusiness completion activity is targeted at establishing enterprises involving youths in 6 countries through an already designed innovative finance structure. The activity on agribusiness incubation supports experiential learning across all TAAT value chains among youths in 7 countries while the youth advocacy activities promotes the interests of youths in agricultural transformation in all 19 countries through a variety of mechanisms with youths' registration providing information services to 5000 aspiring young entrepreneurs across Africa. An outreach effort referred to as the TAAT Food Basket popularizes TAAT

germplasm and good practice to youth, women and the vulnerable at 16 locations in 12 countries.

The project started with an implementation workshop held at IITA headquarters in May. The workshop which had 77 agripreneurs from 6 countries in attendance was organized to prepare an adoptable workplan for the ENABLE-TAAT Compact and to establish a strategy for Agribusiness Completion in 2018.

At the workshop, Agripreneurs who were trained under the incubation platform of IITA were given an opportunity to submit and pitch their business plans which was screened by a team of business experts from Ekimiks Nigeria Limited.

About 51 applications were received from agripreneurs in 5 countries (DR Congo, Kenya, Nigeria, Tanzania and Uganda) while 34 pitches were delivered to the panel. Review, grading and recommendations were given by the EKIMIKS team based on key business element for success. The selected applicants who pitched their business ideas were rated into 3 categories to qualify them for fund disbursement in order for them to establish their enterprises.

Through agribusiness incubation, IYA will be applying its experiences and training tools to engage 7 new agripreneur groups in 7 countries. The project will establish a system of agribusiness orientation and mentorship in support of these actions. Each of the incubation centers shall consist of 12-20 or more interns at any time and they will be divided into sub-groups with their own value chain preferences and task assignments. These facilities also operate as technology and innovation centers for young people on specific commodity value chains and in response to directed needs of TAAT.



A business mentor from Ekimiks Nig. Ltd (3rd from left) analysing the business plans with the youths at the implementation workshop

ENABLE-TAAT...fuelling the passion of Youth in agriculture



Director General of IITA, Dr Nteranya Sanginga screening the business plans submitted by the youth

For six years, IITA has been supporting the dreams and aspiration of many African youths by creating a platform that propels them towards choosing a career path in agriculture. The IITA Youth Agripreneurs (IYA) initiative which started at the IITA Headquarters, Ibadan, Nigeria in August 2012 has grown; spreading tentacles across Africa and giving opportunity for the emergence of vibrant, energetic, young people to become owners and co-owners of independent agribusiness enterprises.

Many of these young people who were unemployed and underemployed before their encounter with the IITA Youth Agripreneurs initiative did not see themselves creating a career path along the agricultural value chains or embracing agriculture as a real business but IITA availed them the opportunity to unveil their potentials in agriculture.

Many of them had a negative perception about agriculture at the inception of the program but IITA devised a means of changing their mindset by organizing trainings on agricultural commodities, business management, leadership skills, providing mentoring and facilities to explore the opportunities available along the agricultural value chain.

Within a short period, the initiative recorded successes and the IYA initiative became an adoptable model used by organizations, corporate bodies to

execute youth in agribusiness projects. One of such projects is the ENABLE-TAAT project.

The ENABLE-TAAT project which is funded by the African Development Bank (AfDB) is one of 15 Compacts comprising the Technologies for African Agricultural Transformation Program (TAAT) and led by the Youth in Agribusiness Unit of the International Institute of Tropical Agriculture (IITA).

Implementing one of the objectives of the project by providing support for agribusiness establishment and expansion, IITA is screening the business plans and ideas of the applications received from agripreneurs seeking for funds to establish and expand their agribusiness enterprises.

The exercise which is being done in partnership with business experts from EKIMIKS Nigeria Limited has so far selected 34 businesses out of the 51 applications received from Agripreneurs in Nigeria, DR Congo, Kenya, Uganda and Tanzania.

The agribusiness enterprises were selected after review, grading and recommendations which were based on key business element and viability perceived for success.

These young people will be provided with a certain amount of money which

will be used to start and expand their businesses. These funds earmarked for each enterprise will be disbursed to their business accounts in four tranches as loans and grants.

Gathering on Thursday, July 19 at the office of the Director General of IITA, Dr Nteranya Sanginga, some of the youths who spoke to the DG about their businesses stated their willingness and readiness to do great exploits in agribusiness.

A co-owner of F-Step Cassava enterprise, Seun Ogidan while giving an update on the business stated that the company has acquired 15 hectares of land at Ago-Owu in Osun State to establish a cassava farm. The business which is registered by the Corporate Affairs Commission will be operated in partnership with another Agripreneur Funmi Lamidi. She added that a sum of 600,000 naira which she borrowed from an Uncle has so far been invested in the business. She stressed that the partners are willing to expand their production to 25 hectares if they have access to funds.

Taking a step ahead, the CEO of Gracevine Ventures, Abosede Idowu explained that she requires some funds for expansion and penetration of her business into a larger market in Lagos. Abosede who started her business in 2016 requires money to

IYA establish demonstration field for food basket

upgrade her packaging to meet up with international standard. She is also planning to invest some funds in cultivating cowpea which forms a major part of the raw materials used in the production of her commodities-cowpea flour. Gracevine ventures located at Moniya in Ibadan, Nigeria produces Yam Flour, Plantain Flour, packaged dirt-free Cowpea etc.

Frotchery Farms which is another spin-off from the IITA Youth Agripreneurs has been doing great within the short time of venturing into the business of catfish smoking. The business owned by three young graduates; Ngozi Chituru, Babatunde Ismail and Oni Hammed is planning to acquire about 17 ponds to enable them have access to raw materials. The business which has existing markets is facing challenges in meeting demands due to non-availability of the required sizes of catfish. The business which started a year ago has realized a revenue of \$18,000, penetrated 12 states in Nigeria and 3 countries in the world. It has also launched a website to enhance the visibility of the company.

Others in the category also expressed their intentions along each value chains of various crops and livestock; Bread production, Snailery (production, processing and packaging), Cowpea grain and seed production, Rice production, aggregation, Plantain flour production, Plantain chips production, Maize seed and grain production etc.

Addressing them at the meeting, the Director General of IITA, Dr Nteranya Sanginga enjoined the young people to be humble and work as a team. He encouraged them to support each other at every point in time as they all need one another to grow in the business.

Similar opportunity is being given to the Agripreneurs in East, West, and Central Africa to pitch their business ideas before a panel at an agribusiness workshop slated to hold at Nairobi in August.

The Institute through the monitoring and evaluation unit will carry out further checks and balances, backstopping to monitor the growth of the businesses.

Food basket outreach is a major mechanism that links ENABLE-TAAT and its partner groups to the nine TAAT Commodity Value Chains. This particularly relates to Germplasm Acquisition and Good Management Practice.

The approach to be used is to develop a network of nutritional food basket demonstrations and promote them through outreach actions that both disseminate TAAT's improved varieties to vulnerable persons and offer them to the youth-led agribusiness community.

This activity will be implemented at 19 locations in 11 countries during 2018 and later extended to seven additional

countries through advocacy and agribusiness support.

Nigeria is one of the countries where the food basket outreach will be implemented and to kick off on this operation, IITA Youth Agripreneur acquired one hectare of land within the premises of IITA to carry out demonstration on Orange Flesh Sweet Potato, Cassava, and Maize.

The varieties planted include TME 419, TMS 505 and 593 for cassava, PVA SYN 2 and 13 for maize. Nutrition outreach will be conducted among all of the Agripreneur youth groups with a targeted impact of about 20,000 persons.



Agripreneurs in Ibadan, Nigeria planting the cassava field for food basket



Liming of the pond in preparation for stocking of catfish fingerlings for the food basket

IYA model inspires the Liberian government

Inspired by the IITA Youth Agripreneurs (IYA) model of engaging unemployed young graduate in agriculture, the Liberian government is planning to develop, design and implement a project that will engage Liberian Youth in Agribusiness.

Based on this, the country signed a Memorandum of Understanding (MoU) with IITA to provide technical assistance, guidance and support to the National Program Coordination Unit of the Ministry of Youth and the Ministry of Agriculture and Livestock in implementing its agribusiness incubation initiatives.

Due to the experience gathered by IYA overtime in operating an incubation center, two representatives of IYA, Olaniyi Ajibola and Oni Waheed embarked on a mission with Dr Debo Akande from IITA to map out the value chains and business opportunities for entrepreneurship in

each proposed training centers, to assess the capacity of the training centre, its infrastructure and facilities related to the selected value chains and recommend needed activities for the upgrade of the training centres.

Prior to the visit, the country through its Ministry of Youth and Sport and Ministry of Agriculture and Livestock had identified and proposed three training centers -Tumutu Agricultural Vocational and Training Center (TAVTC), Klay Agricultural Vocational Training Center (KAVTC) and Songhai Training Center at Bensenville in Liberia.

At the end of the three days assessment exercise which was carried out in June in collaboration with the United Nation's Food and Agricultural Organization (FAO), it was recommended that the facilities at the training centres needs

to be upgraded to meet up with the standard for a youth agripreneurship incubation program. If this is done, the training centers will have the necessary facilities to train the youths along the value chains of palm oil, poultry, piggery, rice, vegetable, aquaculture, plantain, maize, garri and juice processing.

The project is targeted towards engaging high school graduates who constitute majority of the youths between the age of 18 and 25 years (there was a gap of close to fourteen years in the Liberia Education system, initially due to the civil war and later due to the Ebola crisis) and University graduates that are above the age of 30 years.

The country is also finalizing plans to commence the ENABLEYouth Program.



An under-utilized greenhouse



An abandoned feed mill facility



The poultry facility in one of the incubation centers



A group photograph of the delegates on the mission