

## Restructuring IYA towards Sustainable Agribusiness Development



Annual Report **2017**

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## Summary

IITA Youth Agripreneurs operating under the Youth in Agribusiness Office in IITA recognizes that African youth need to create decent and gainful employment in the agricultural sector. IYA is a high-profile mechanism toward strengthening youth participation in agricultural transformation through agribusiness establishment and growth.

The engagement of youth in the agricultural sector will also help salvage the continent from the ageing population of its farmers which is put at 60 years of age by grooming the younger generation to enhance food production and create decent employment in the sector.

We are committed to help Africa and the youth realize this dream through our advocacy for an enabling environment for youth to practice agriculture as a business. We are also committed to share first-hand experiences and information on improved varieties and technologies; providing on field and classroom trainings, mindset changing activities, incubation platforms, and improved planting materials; and forging strategic alliances with stakeholders in the sector.



*IITA Youth Agripreneurs Abuja at the rice field in Nasarawa*

Our passion is to also see that we establish our independent agribusiness enterprises along the value chains, create jobs, and ensure that we contribute immensely to the transformation of the agricultural sector.

Year 2017 witnessed many achievements and challenges, including the spin-off of independent agribusiness enterprises, the transition and clear operational structure of the youth in agribusiness office, employment for young people by the private sector through strategic partnerships and projects, project execution, expansion of our agribusiness enterprises, replication in terms of location as well as implementation of the continental wide youth in agribusiness project-ENABLE Youth, just to mention a few.

In response to the voice of the African Youth, we continue to be guided by our strategic plan and by the determination to ensure that Africa, once again, becomes the food basket of the world and the continent is able to feed itself. All this, we do through capacity building, mentorship, technology dissemination to develop the agricultural sector and change the narrative of the sector globally.

## From the Head, Youth in Agribusiness Office-Evelyn Ohanwusi



***Evelyn Ohanwusi***

For IITA Youth Agripreneurs, 2017 was a year of moving forward with re-organization and decision making to achieve the outcomes of the group.

When IYA was established in 2012, it highlighted certain outcomes in its strategy. Part of it is that 40% of its members will become self-employed; owning their own enterprises; 10% will be employed by the Business Incubation Platform of IITA (e.g., aflasafe, Goseed, and Nodumax) 10%

will be employed by other private and public institutions; 20% of the team will further their studies from the income generated; and 20% will continue to run the organization.

Year 2017 witnessed the realization of these set outcomes as many colleagues became young CEOs in the agricultural sector and paved way for the employment of other unemployed youths in their location of operation.

The Business Incubation Platform of IITA also employed some who now operate the pilot enterprises as profitable ventures to generate income while others served in various capacities like key account managers for Goseed, Nodumax and Aflasafe. The expertise which has been built over a period of five years is being used for the sustainability of the institution.

A certain percentage of my colleagues were employed as full time staff for projects such as the AgYouth Lab- sponsored by the MasterCard Foundation in partnership with the Michigan State University, and the Hello Tractor project sponsored by USAID.

The organization will also recruit those who will continue to run the institution ensuring that it delivers on its set goals under projects across the location of operation.

The unit also recorded expansion in terms of replication in the South-Eastern part of Nigeria with the establishment of the Imo Youth Agripreneurs incubation center. The team in a short period of time has been able to make a difference in the area with the establishment of six agribusiness enterprises.

In 2017, the ENABLE-Youth project in Sudan became operational while Madagascar was also approved as Project Preparation Facility (PPF). Other countries like Nigeria, Ghana, Cameroon, DRC, and Kenya are still being reviewed for kick off soon.

IITA through its cadre of youth have and will continue to provide necessary support in advancing the ENABLE program across the African continent.

Also in 2017, IYA hosted Agripreneurs all over Africa for AfDB sponsored first ever Africa youth in Agribusiness Forum (AYAF) where young people had the opportunity to pitch their business ideas to investors.

The year 2016 was indeed a productive year filled with intensive advocacy and increased awareness for the youth in agribusiness, intensive training for youth, extensive communication with our partners and publics, improved sales, and also winning awards during competitions both within and outside Nigeria.

In coming years, the unit will be working with a host of partners, donors, supporters, and colleagues to make impact and deliver in the agribusiness space for youth.

There is no question that we need to maintain the momentum gathered so far through our achievements and impact. We also need to re-evaluate and re-invent ourselves so as to stay focused.

If there must be agricultural transformation then youth must be motivated to embrace agribusiness thus becoming the drivers of the change required.

I invite you to enjoy more details of our story from Nigeria, Kenya, and Uganda.

## IYA Nigeria

The IITA Youth Agripreneurs in Nigeria operates from six locations which covers five of the geo-political zones. In the South-West, IYA operates in Ibadan, Abuja for the North Central, Borno for North-East, Kano for North-West, Imo for South-East, and Delta, Onne for South-South.

For each of these locations in 2017, there were establishment of independent agribusiness enterprises, trainings, employment opportunities for the agripreneurs as project managers, trainers, etc in the private sector, project implementation, advocacy, enterprise development and expansion as well as service provision.



*IYA locations in Nigeria*

While the crop production and value addition (cassava, cowpea, maize, soybean, plantain, vegetable, fish, pigs) activity of the team in Ibadan was transferred in 2017 to the Business incubation Platform (BIP) of IITA to run as sustainable business enterprises with the skilled youth to operate them, the operation of the core group steered towards service provision through communication and capacity development services, advocacy, fund raising through project proposal development. The operation of the core group is expected to be sustained through the services rendered from the highlighted components.

Part of the outcome of the group is that 10% of the youth will be employed by the Business Incubation Platform of IITA and this happened in 2017 with BIP employing four Agripreneurs as key account managers and additional five youths as commodity specialist to run the enterprises. The youth will pay their stipends from the returns made from sales, training or consultancy services of the commodities being handled.

Through the MasterCard Foundation and Michigan State University funded Project- AgYouth Lab, four Agripreneurs were employed as full time staff to implement the project in Nigeria.

The team in Ibadan also recorded the spin-off of five businesses which was financed by IITA. While some operate as a sole proprietorship, others operate as partnership businesses and are located in Ibadan, Oyo State, Ijebu-Ode in Ogun State and Zaria in Kaduna State.

Strategically located in the Federal Capital Territory, the team in Abuja was able to reach out to policy makers and stakeholders by showcasing its strength in fish, sorghum, rice, cassava and maize production.

The team in Kano recorded a breakthrough in its sorghum production as they were approached by Honeywell Nigeria Limited to produce for them as off takers. The team planted 25 hectares in Nassarawa state for this purpose with diversification into maize, tomato, and ram fattening.

IYA team in Onne was established in 2016 to extend the vision of IYA to the youth in the South-South region of the country and within one year of existence, the team was able to resuscitate the abandoned facility in IITA station located in Onne for over 10 years and also establish enterprises on plantain suckers, vegetable, fish, cassava, and poultry. These enterprises created jobs for young people in the axis.

IYA Imo is the newest of the group. It was established in January 2017 and operates using the abandoned facilities at - the Imo State Polytechnic in Umuagwo and Anambra- Imo River Basin Development Authority, in Agbala. In less than 12 months of operation, the youth resuscitated an abandoned 5000m<sup>2</sup> greenhouse for the production of cucumbers, tomatoes, capsicum and pepper. Also, five large poultry houses and 17 concrete fish ponds were renovated for the catfish and poultry enterprises. The youth moved from zero to becoming well-known producers of egg with a daily sale of 720 crates of egg per day.

While preparing for the transitional phase of the youth in agribusiness office for 2018, stipends for majority of the youths in Ibadan and Abuja who have been trained under the incubation program was stopped in December 2017 as many of them are expected to embark on starting their independent businesses based on the experiences gathered during the incubation program. This is part of the



outcome in the program where it is expected that 40% of the members of the group will become self-employed and own their independent businesses.

## **IYA Ibadan**

### **Production Arm**

This section highlights the activities, success stories, and achievements of the production and operations arms of the IYA Ibadan which has since being transferred to the Business Incubation Platform of IITA. It reflects the the production and sales of commodities when compared to 2016. In 2016, BIP had supported the operations of IYA production arm but has now taken full responsibility to ensure that the businesses operate profitably.

Below is a list of the Agripreneurs employed by the Business Incubation Platform (BIP)

- Odusanya Dare-Assistant to the CEO
- Akinsiku Damilola- Goseed Manager
- Ayeni Victoria- Aflasafe Sales Manager
- Jinadu Olaide- Administration and Logistics
- Ogunsanmi Roseline- Cereals and Legumes specialist
- Ayodeji Peter-Fishery and Livestock specialist
- Ajayi Paul- Cassava specialist
- Seriki Aramide-Plantain and Banana Specialist
- Samekpolo Miriam- Vegetable specialist

### **Cereals and Legumes**

The activities of the cereals and legumes unit was coordinated by Ogunsanmi Roseline with assistance from independent weaned Agripreneurs running their private enterprise under the guise of TAC limited. Unlike previous production done in multiple locations, activities for year 2017 were concentrated in one location in the south west- IITA research field in Ago-owu, Osun State. A total of 20 hectares of pro-vitamin A maize was cultivated late in the season to ensure a reduced moisture harvest upon maturity. An average of 2.5 – 3 tons is expected after shelling, sorting and selection resulting in about 50 tons in all. Following plans of sales via export and direct sales to farmers a cost benefit ratio of 1.8 is

expected. The unit will next year expand into the production of grains using tested hybrid to generate a better cash flow.



*Harvested Maize from the field in Ago-Owu*

## **Cassava**

The activity of the cassava unit asides from operating as full business, was blended with special project through the Business Incubation Platform clientele. The unit cultivated TME 419 and 30572 on a total of thirty hectares with expected root average of 20 tons/ha and stem quantity of 250 bundles in Ago-Owu Osun State. The unit in 2017also engaged in yam cultivation in Osun State under the Public Private Partnership with an indigenous company PRILAKS, to produce yam tubers in the agreed form and size for its factory needs. The unit successfully cultivated five hectares for the client with a view to double production size each year for the next three years.

## **Fisheries**

The fisheries unit in 2017 engaged actively in the production of fingerlings and 300-400g which was targeted for the smoked fish market, as well as table-size fish for farms, processors and consumers respectively. It managed through its existing seventeen ponds and produced 90,000 catfish, raising them to a yield of about 100 tons. The unit enjoyed market demography of client for various

production sizes that somewhat eased the bulk cash flow required for feed purchase. However, the unit in the second quarter faced severe cash flow issues that resulted in fishes stocked not feed for several months. This greatly affected the unit projected output as fishes already attaining the one-kilogram mark reduced drastically during the period and as a result commanding very low sales price not commensurate with initial investment. This notwithstanding, the unit against odds innovatively salvaged about 60% of her production through premium sales and goodwill from client. The unit ended the year with a revenue of \$37,780. In a bid to improve and avoid the same fair share of cash flow, the team in 2018 will seek partnership from feed companies on a more sustainable way for fish feed delivery.

## **Plantain**

The plantain unit intensified effort in 2017 to generate more income through diversification into fruit production alongside its already established sucker multiplication macro-chamber. The team through shared resources from their cereals and cassava counterpart, secured a 1.7ha farm land in Ago-owu, Osun state where suckers were planted for the sole aim of harvesting fruit and showcasing the fruit to intending sucker buyers. In the same vein through existing fields within the IITA campus, the unit made revenue of a total of \$6,667. In 2018 the unit is optimistic of improving income generated as the 1.7 ha land allocated for fruit production will be ready for harvest and sales during the course of the year. It is expected that with this intervention a revenue increase of 18% will be experienced in 2018.

## **Vegetables**

The unit got actively engaged in the production of both local and exotic vegetables such as Tomato, Pepper, Papaya, Cucumber, Cabbage, Okra and Lettuce but prioritized market preference as against desired commodity. Following its partnership with an international seed company- East-West seed in 2016, production for the unit in 2017 improved as they were able to conduct various seed trials. The partnership opened doors to new genetics (hybrid) of vegetables that yields better and increase output per meter square. Tomato production in the screenhouse increased by 40% when compared to that of 2016 which suffered from outbreak of disease and pest. The unit at year end realized

total revenue of \$3,367 by cultivating 2 hectares in cycles and harvesting yield of over five tons in all.



*Agripreneurs harvesting vegetables*

## **Processing**

The unit recorded some setbacks in 2017. Although, it began the year on a good note by processing over 300kg of tidbit snack and enjoying good sales and patronage. Six months into the year the unit faced some hiccups arising from increase in cost of raw materials (cowpea in particular) and increasing competition in the local market for the product. In the last quarter of the year the unit decided to experiment more on new products as the competitors were getting larger in demography of the target clients owing to a more structured and robust marketing system. The unit has discontinued the production of tidbit as profit margins gradually disappeared and now concentrates on the development of new product from the use of cassava and other raw materials. This will however operate outside the umbrellas of BIP.

## **IYA CORE- Advocacy, Capacity Building, Communication, Monitoring and Evaluation**

### **Advocacy**

This is another spotlight of IYA in 2017. Activities in 2017 were carried out at both local and the international platforms. Various public and private organizations seek for collaboration on the expansion of IYA model for the engagement of other youth across Africa. The unit created several platforms for interactions with different stakeholders for advancing the movement.

Through this arm, IYA was able to engage in aggressive advocacy and awareness creation to increase group visibility.

### **Conferences and Workshop**

Some notable conferences and workshops organized and attended by IYA include:

#### **African Youth Agripreneurs Forum (AYAF), 23 to 26 April 2017, Ibadan**

The Youth in Agribusiness Office successfully hosted the maiden edition of the African Youth Agripreneurs' Forum (AYAF) which was held between 23 and 26 April, 2017. This event had in attendance over 255 participants from across the five regions of Africa, Latin America, North America and Europe. The event also brought several organizations like IITA, CTA, Tony Elumelu Foundation, AAIN, First Bank PLC, Instituto Brasil Africa, AfDB among others to pledge their support for the youth in agribusiness. IYA member across Africa attended this event with three (3) network groups competing in the agriPitch competition. This event also gave birth to a training opportunity in Brazil for young Agripreneurs across Africa in cassava value chain; this training was developed in partnership between Instituto Brasil Africa, African Development Bank and the International Institute of Tropical Agriculture.



*Participants at the AYAF conference*

### **Feed Nigeria Summit, May 2 2017, Lagos**



*Agripreneurs moderating the youth session at FNS*

The Youth in Agribusiness Office lighted up the atmosphere at the Feed Nigeria Summit organized by Agro Nigeria. This event had in attendance dignitaries from the African Development Bank, office of the Vice President, Nigeria, Shongai Farm in Benin Republic and public and private organizations. The focus of the meeting on the Implementation of the Homegrown School Feeding Program



(HGSFP) of the Federal Government and the engagement of young people in agribusiness in order for Nigeria to achieve agricultural transformation and reduction of youth unemployment.

The Youth in agribusiness Office facilitated a side event which featured a debate on “*Are youth instrumental to Nigeria feeding herself?*” This session also shared the activities of the group with the audience and several IYA products were displayed during exhibition.



*Participants voting during the debate*

### **World Food Prize, Wednesday 17<sup>th</sup> October 2017, Iowa, USA**



*AfDB President, Dr Akinwumi Adesina with IYA representatives at the World Food Prize event*

The Youth in Agribusiness Office participated at the 2017 World Food Prize. The role of IITA was recognized in initiating the program by the AfDB management, Noel Mulinganya of DRC had the privilege of sharing the experiences within the IYA program and growth of DRC over the years especially the business of cassava flour during the 'Making Farming Cool' side event of the ceremony. The side event which was well attended brought together youth entrepreneurs, representatives from the private sector, policy makers and thought leaders to discuss expanding economic opportunities for Africa's youth throughout the agricultural value chain. High level guests including the World Food Prize Laureate- Dr. Adesina, VP- Agriculture at AfDB (Ms. Blanke), Senior Directors of AfDB, Institute of Global Development, African Agricultural Professional in Diaspora, and the World food prize secretariat etc.

Other events attended/held in 2017 include:

- EU Business Submit
- Agribusiness Conference and Expo held at Lagos state on 8 April 2017.
- FAO regional workshop on Youth Employment with focus on enabling decent agriculture and agri-business job, 10 and 11 May 2017, Accra.
- European Development Day, 7 and 8 June, Belgium
- Akin Delano Legal Practitioner (ALP) Seminar Series, 28 June 2017, Lagos
- Agriculture's town meeting held at the Governor's office with the Honourable Minister for Agriculture and Rural Development, 11 July, 2017, Ibadan.

## Visits of Dignitaries

IYA received various dignitaries from within and outside Nigeria and they included Government officials, entrepreneurs, and private organizations who came to learn more on the model and successes of the group. Some of these visits led to partnerships being formed. Some of these are:

- Chief Audu Ogbe, Honourable Minister for Agriculture and Rural Development, Nigeria
- Ms. Kemi Adeosun, Honourable Minister for Finance, Nigeria
- Ms. Mosun Omoru, the special Adviser on Youth and Gender to the Honourable Minister of Agriculture and Rural Development, Nigeria
- Chief Olusegun Obasanjo



- Dr Akinwunmi Adesina, President of African Development Bank
- General Yakubu Gowon, Former Head of State, Nigeria
- His Excellency, Mr Stuart Symington, American Ambassador to Nigeria
- Ms. Sanderine, the representative of the Ivorian Ministry of Youth
- Africa Rice Green Innovation Centre, republic of Benin
- Minister of Agriculture, Burundi
- UK Department for International Development (DFID)
- Farm Crowd
- The Nigerian Youth Parliament
- Japan International Cooperation Agency, Nigeria Office
- The commissioner for Agriculture of Ogun state
- National Association of Nigerian Students
- Sahara Group Foundation
- Dr Sarah Olubi-Johnson, Founder Lifeforte School
- The Harvest Business School
- Kwara State University
- Mennonite Economic Development Associate (MEDA)
- Mr Steven Carr, CEO Agripreneurship Alliance, Switzerland

## Capacity Development

The year 2017 for the capacity development unit was quite an engaging one for the team members as they organized and facilitated a number of trainings. The year also enabled them to monitor and check the impact of the training being given to the target youth. In the course of doing this, the unit recorded some success stories as the majority of the trained youth are directly or indirectly putting to use the experienced gathered through the agribusiness trainings.

The unit has an overall mandate of ***developing and improving the necessary skills set of youths for productive engagement in Agriculture and its entire value chain***. A key component of the Unit is youth-led project management where the team co-ordinates projects involving the trainings for youths to start and manage successful agribusiness enterprises and to deliver on the best agricultural technologies and practises through effective and adaptive training methodologies and approaches that include but not limited to class room

trainings, use of case studies, educational tours, group exercises and hands on practical sessions.

The Capacity Development Unit also provides support to various Youth led projects such as The USAID-funded Hello Tractor project, The CHEVRON funded Community Youth Agribusiness Group (CYAG) project and MSU-MCF Ag-Youth Lab Project (AYL). This is for the purpose of youth development through the engagement and practising agriculture as an income generating activity includes

## Implemented Activities

### Training and Internship

The unit engaged in various training activities using a blended approach which include the classroom, hands-on practical, experiential and educational visit/ tour which cut across of Aquaculture, Cassava, Plantain, Mechanization, Poultry, Horticulture, Yam, Snail, Rice and Business Management.

A total of 480 youth was engaged and trained on the above listed value chain. One of the remarkable achievements of the Unit is the successful hosting of interns among who is **Audrey Vanderghinste** from Belgium who spent 2 months in the YIA and engaged herself in the activities of the organization. The goal of her two-month internship was to obtain more insight in the activities of the IITA Youth Agripreneurs (IYA) in Ibadan in Nigeria, and - as a temporary member of the team - learn by participating and joining their activities. She visited two Business Incubation Platform (BIP) enterprises, four IYA enterprises, and two IYA spin-offs.

The capacity Development unit team organized a Business plan training facilitated by Ekimiks Nig Ltd, LA consult and Representative from Lagos business School (LBS) to improve the existing 26 business plan from various IYA group. The training birthed 4 start-up enterprises namely; Frotchery Farm Ltd (catfish processing), Grace Vine Venture (bean and Yam processing), TOFAN Foods (cassava and bean processing) and TAC Ltd (Maize grain production).



*Audrey Vander Ghinste (1st from right) during internship with IYA*

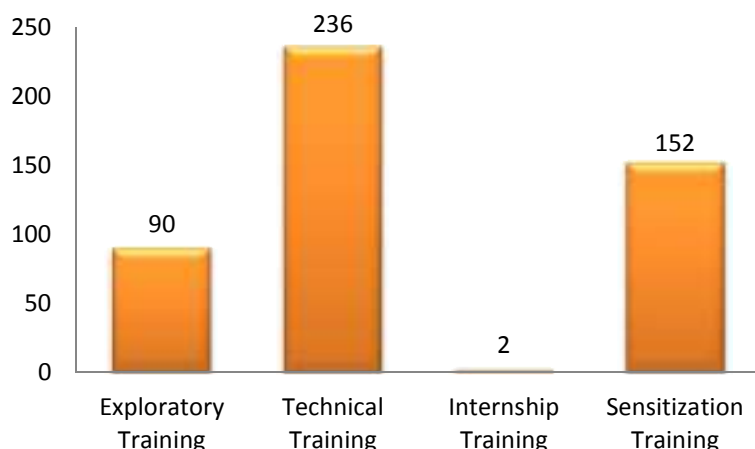
The total number of training conducted in the year 2017 is presented in table 1.



*IYA member conducting classroom training*

Table 1: Summary of training conducted in 2017

Facilitator	No.of trainees	Type of training	Location
<b>IYA-IBADAN</b>	40	Technical training- Aquaculture, Cassava& Plantain	Ibadan
<b>IYA-IBADAN</b>	152	Sensitization training - Business Plan Development	Ibadan
<b>IYA-IBADAN</b>	22	Technical training - Mechanization	Ibadan
<b>IYA-IBADAN</b>	2	Technical training - Poultry	Ibadan
<b>IYA-IBADAN</b>	3	Technical training – Vegetable production	Ibadan
<b>IYA-IBADAN</b>	90	Exploratory Training on IYA enterprise	Ibadan
<b>IYA-IBADAN</b>	1	Technical training- All production	Ibadan
<b>IYA-IBADAN</b>	1	Technical training- Poultry production	Ibadan
<b>IYA- ONNE</b>	48	Technical training- Cassava, Plantain and Business Management	Onne
<b>IYA- KANO</b>	58	Technical - Sorghum	Kano
<b>IYA-IBADAN</b>	40	Technical training - Business Plan Development	Ibadan
<b>IYA- ABUJA</b>	23	Technical training- Rice, Aquaculture, Cassava, Snail, Yam, Vegetable and Poultry	Abuja



Trainings conducted in 2017

## Conducting Needs Assessment

The CDU team alongside IITA scientist conducted Need Assessment of pilot YABICs in Sudan. This is to improve the effectiveness and efficiency of the selected YABICs to achieve its objectives. The overall objective of the exercise is to carry out an Organizational-wide Capacity Assessment (OCA) which would include identifying the strengths and gaps in management systems, structures, infrastructures and facilities, processes and people. The key findings of the assessment will help NPCU take an informed decision and guide the upgrading plan to achieve its mandate. The incubation program will commence fully in the first quarter of 2018. The team also partook in the preparatory workshop in Ghana with other implementing partner of ENABLE Youth Ghana program.



*Need Assessment and YABIC diagnostic mission to Sudan led by Mr Zoumana Bamba*

## Achievements

One of the major achievements in 2017 is the successful translation of training manuals: ***ENABLE Training Workbook for Youth Agribusiness Incubation and ENABLE Training Workbook for Youth Agribusiness Incubation on Business Development*** to French. Effort is made to also translate the document into Arabic so that it will be used in Arabic speaking country like Sudan

## Projection into 2018

### IITA Youth Agripreneurs Tri-annual Training

The sustainability of Youth in Agribusiness office hinges on the ability of the group to create an innovative window for income generation. In order to achieve this Capacity Development Unit intend to launch a training program known as “IYA Tri-annual Training course” which is designed to guide interested participants with or without prior knowledge of the enterprise to establish profitable businesses or add value to their existing businesses.

**IITA Youth Agripreneurs Tri-annual Training: Cassava Root Production & Stem Multiplication**

**Training covers**

- ✓ Weed and Pest management
- ✓ Cost study & the profitability analysis on cassava root production & stem multiplication

**Other packages**

- ✓ Opportunity to be trained by a Certified AP Life Trainer on Entrepreneurship.
- ✓ One-month technical support.
- ✓ Visit to Semi-Autotrophic Hydroponics center.

**12-13 April 2018**

**480,000 Training Fee** | Training fee covers Tuition, Certificate, Training materials & lunch only

**Payment & Registration**  
For registration and payment, kindly follow this link: <https://goi.gov.ng/yya/Ca>  
For more enquiries, please contact 09023087470, 09021496442

**A. A. Adesina Building, International Road, Ibadan, Oyo State, Nigeria**

**IITA Youth Agripreneurs Tri-annual Training: Catfish Production & Management**

**Training covers**

- ✓ Hatchery Techniques & Management
- ✓ Biosecurity measures in catfish production

**Other packages**

- ✓ Opportunity to be trained by a Certified AP Life Trainer on Entrepreneurship.
- ✓ One-month technical support.

**9-11 April 2018**

**480,000 Training Fee** | Training fee covers Tuition, Certificate, Training materials & lunch only

**Payment & Registration**  
For registration and payment, kindly follow this link: <https://goi.gov.ng/yya/Ca>  
For more enquiries, please contact 09023087470, 09021496442

**A. A. Adesina Building, International Road, Ibadan, Oyo State, Nigeria**

Asides from the motive of knowledge exchange, the program will create a pathway for commercialization of proven agricultural technologies such as hatching techniques, cassava production, stem multiplication and processing, plantain sucker multiplication and fruit production to mention few. The first batch of the program will hold in first quarter of 2018 in IITA HQ in Ibadan.

### ENABLE Implementation

This Pan- African program was designed based on IYA’s “Youth Agripreneur Model”. The CDU team has been part of the ENABLE implementation team playing core and supportive role in providing technical assistant. The program is moving into actual execution in country such Ghana, Sudan, DRC, Madagascar etc.



## Challenges and Recommendation

**The unavailability of training facilitator:** The successes of training highly depend on availability of competence and knowledgeable facilitator. CDU mostly work the BIP team on Technical Training on Agribusiness but in most there is clash of activities. Based on the recent restructuring of Youth in Agribusiness we foresee this challenge but work is currently ongoing to address this issue.

**IITA Finance Structure:** Based on experience it takes some weeks to confirm fund transfer from external client. This could affective effective planning for Tri-annual training if there is delay in confirming payment made by interested training participants.

**IITA cost structure:** In order to make the training cost attractive and affordable for participants. There is need to boycott IITA overhead.

## Projects

### Community Youth in Agribusiness Group (CYAG)

This project is a result of the first self-written proposal by IYA. It is a two-year project which is funded by Chevron Nigeria Ltd as a way to engage the youth of the oil producing region of the Niger Delta.

The purpose of the project is to change the perspective of the youth in the region about agriculture and ensure that they see and embrace the economic opportunity in the sector. Execution of this project started in February 2016 and so far, has trained 40 youth across eight communities in the Ijaw and Itsekiri axis for the first phase. The youth were engaged in the various methodologies and have been trained in the agricultural value chain. The overall goal of the project is to productively engage 120 youth across the agricultural value chains of cassava, catfish, and plantain and banana and their value addition

The Itsekiri demonstration farm located in the Omadino community with an area of 3.3ha has been setup containing five ponds stocked with 10,000 pieces of juvenile catfish grown to table size and one additional pond reserved for parent brood stocks. Two units of macro-propagator chamber, 1ha of plantain field with 1312 stands which has started bearing fruits and 0.7ha of cassava field with white and yellow root varieties were also established.



*The plantain field established by CYAG*

In 2017, 20 of the Itsekiri youths completed their field demonstration practical (hands-on training) over the period of six(6) months on three identified enterprises - cassava cultivation, plantain production, and fish farming with each of them identifying their area of interest and strength. The demo field was maintained by the youths (CYAG) with technical supervision from IITA youth agripreneurs. Their logbooks alongside their day to day participation were some of the tools the IITA youth Agripreneurs on the project used in measuring training impact and technical knowledge gained. The Youth Profile questionnaire analysis was another survey that was conducted on the Itsekiri youths to estimate the percentage of those who would be starting their businesses as individuals and in groups. The Itsekiri youths are currently awaiting business plan writing and submission to donor on relevant identified opportunities along the agricultural value chain with possible industrial placement in agribusiness firms and the Business Incubation Platform of the IITA before the establishment of their business enterprises.

In the Ijaw axis, 19 of the selected youths has been mobilized while land clearing of 3.4ha, borehole drill and construction of four fish ponds has been completed in preparation for the demonstration exercise. Operation was put on hold because of high flooding that was experienced at that region. However, the team in liaison with Chevron and representatives of the EGCF is looking into construction of a canal to divert the flow of water and a monkey bridge for access



to the farm so as to avert the risk of such repeating and find ways the land can be fully utilized over the period of the demo phase.

Another notable achievement for the project was the harvesting and sales of its 4.8tons catfish with an average size of 1.5- 2kg during a period of market glut and low pricing. Using strategic marketing approaches the team was able to generate revenue of 3,233,075 naira.



*Some beneficiaries of CYAG project harvesting fish for sales in one of the constructed ponds*

## **Start-up**

Over the course of the project, three of the Itsekiri trainees have started their individual agribusiness enterprises of cassava and plantain on a small scale using the macro- propagation technique and knowledge gained during field trainings. This shows the level of mindset change and acceptance of the concept of agriculture being a business. These businesses were visited for inspection and technical guidance.

Also in the year 2017 the project engaged 147 indirect beneficiaries within the community and nearby communities and provided employment for two people as security personnel on the farm. Three people have started agribusiness enterprises in the community as a result of the activities of the project within the

community while a network of service providers relevant to the setting up of agribusiness enterprises has been created and maintained. The team has also been working on several partnerships outside the IITA-Chevron project (SMEDAN Cassava Project) and submitted proposals for funding (USADF Enterprise grant, GROFFIN Enterprise Startup Project etc.) which are still being negotiated but if approved will serve as another means for IYA to extend the opportunities to other communities.

## **Challenges**

Part of the challenges encountered in the year includes Community hostility towards the (developmental) project – request for outrageous sum of money owing to the belief that the project is sponsored by Chevron Nigeria Ltd: such demands include entrance fees (for movement of hired land clearing machines or any bulky supply to the farm), development fee before commencement of land clearing, a percentage from sales of farm proceeds, and a high demand for basic amenities. Part of such incident was when the Itsekiri demo field was stormed by angry community youths who disrupted farm activities (ongoing harvest and sales of catfish), chased customers and held down one of the youth Agripreneurs demanding the community share in the proceeds from the demo field, delay in the establishing of trained youths amongst others. Some of these their demands were paid while others were not.

## **Lessons learned**

2017 provided the team with lots of lessons learnt. Amongst these are- the demonstration period should be extended to give room for a complete cycle of some enterprises to create an unbiased interest in the youth in agribusiness. If given the opportunity, the youth are more inclined to an option that has the highest potential in terms of engagement. Also, thriving enterprises preferred by the youth should be identified from the mobilization stage and different approaches (methodology) and/or curriculum designed accordingly to fit each enterprise and adopt a backward integration approach on youth engagement, i.e., start by identifying those that would establish enterprises as individuals or in clusters to allow for a team spirit, bonding, and dependency as well as networking.

In conclusion the year 2017 was a successful one as the first major project milestone was achieved with positive impacts measured by both Chevron Nigeria Limited and IITA.

Other projects and proposals which are still in the discussion/strategy phase have great prospects and will be followed through for initiation in the year 2018.

### **CYAG Success Story**

New-world Ugbameta is one of the numerous success stories of CYAG project in the Niger-Delta region. He narrated his experience from being a *Jaguda* (miscreant) to a professional fish farmer.

He is part of the beneficiaries of the chevron sponsored project being implemented by IYA in the Niger-Delta region of Nigeria. In 2015, IITA Youth Agripreneurs (IYA) submitted its first self-written project proposal to Chevron Nigeria Limited to train unemployed young people in the Niger-Delta region with the focus of harnessing their energy towards sustainable agribusiness enterprise along the value chains of cassava, plantain, banana and fish.

The proposal birthed the Community Youth in Agribusiness Group (CYAG) project which focuses on training youths in the Ijaw and Itsekiri community to venture into agriculture as a business.

Ugbameta and forty other young people were taken through classroom training, field demonstration and most especially, explorative visit to



***Newworld Ugbameta***

successful agribusiness enterprises for them to have a change in perception about how agriculture can be practiced on a commercial scale.

This explorative visit and training according to Ugbameta was the magic behind his change of perception about agriculture. Narrating his experience before his encounter with the team of young Agripreneurs from IITA, Ugbameta stated that he was one of the miscreants used by vandals in the Niger-Delta region to create unrest and unnecessary havoc with oil workers who carry out their legitimate duty in the area.

“I am not one of the vandals but what they do is that they come to our area, they hire us, pay us and take us to the entrance of the oil companies and we would just start fighting and causing unnecessary problems just to distract the attention of the oil workers from monitoring their pipelines or going about their work. Once the people are through with their operation, they will call us and everything will return back to normal” he said.

A sight on Ugbameta’s skin shows scars like birth mark which were sustained from series of stabs from sharp objects. He has lost valuables which according to him are unquantifiable when compared to the peanut he and some other youths are being paid after causing the unrest.

This, according to him would have continued if not for the intervention of IYA through the chevron sponsored project.

“When they asked me to come and participate in this training, I thought it was just one of the ones we did in the past where they will gather us and just give us money and nothing tangible will come out of it. But after we finished with the classroom training, they brought us to IITA in Ibadan and I saw where they were using electricity to fry garri. This really amazed me because in Niger-Delta, we use firewood. We were also taken to another farm where I saw large hectares of cassava field and people were on a long queue to buy the cassava. The field belongs to a young man so I said if this young man can do it, why can’t I also make money from this thing” he added.

The CYAG team has been taught on the business aspect of the commodities and they have established fields based on their experience. Ugbameta’s specialty is fish farming and he now manages a 20,000 capacity fish pond where he is waiting patiently for the harvest period. He stated that time spent on his farm in taking care of the catfish which he regards as his ‘babies’ no longer permit him to respond to unnecessary scuffles.

In August, Ugabmeta and his team have sold over 4tons of catfish while still maintaining other enterprises which are yellow and white root cassava field, plantain field and macro chamber where they multiply hybrid plantain suckers.

“Whenever they call me, I just look at my phone and switch off. Sometimes I will tell them I am coming but I will just go straight to my pond. This thing has really helped me and I am sure if it continues, many others like me in Niger-Delta can also be transformed” he stated.

He concluded by saying if the federal and state government would partner with IITA to train 1000 youths in the Niger Delta, pipeline vandalism and kidnapping would be a thing of the past and Niger Delta would join the food producing states in Nigeria.

## Hello Tractor

In 2017, the Hello Tractor Project was redesigned due to the challenges of accessing funds from commercial banks such as FCMB, Union Bank etc. the program was redesigned in partnership with Tractor Owner and Hiring Facilities Association of Nigeria (TOHFAN) to fit into our current business needs toward the actualization of the program objective, which is to bring affordable tractor



services to smallholder farmers. The training conducted in 2017 is geared toward strengthening and building capacity of **new booking and hiring agents** that act as intermediaries between farmers and tractor owners.

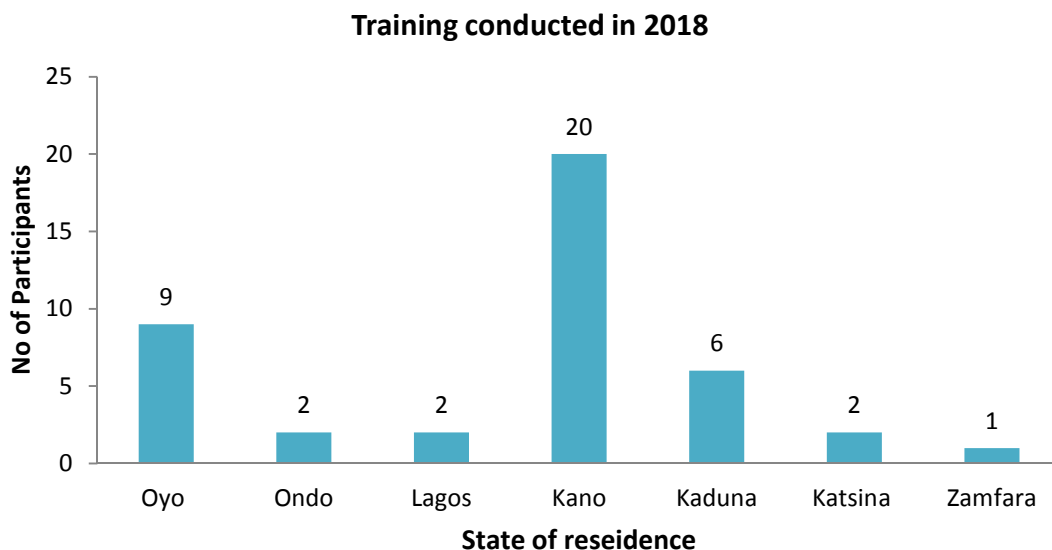
*TOFAN booking agent in Kura area in Kano sharing his experience on Tractor hiring*

### Activities implemented

**Stakeholder Meeting:** This is a meeting organized between USAID representative, Hello Tractor, IYA and each cooperative group across the project location to provide an update on project progress, challenges and lessons learned.

**Training:** A total of 42 participants were trained and exposed to various business opportunities along the value of TOHFAN business model in Oyo and Kano. Participants also test the use of Tractor booking *app* to aggregate the Tractor demand of farmers and others client.

The table below summarizes the distribution of participants.



### Achievements/ Milestone

Farm Easy Cooperative Society (Oyo group) has successfully registered under the umbrella of TOHFAN as booking and hiring agent after the completion of HT-TOFAN apprenticeship program conducted in Ibadan. The group plans to commence operation across (Oyo, Ondo and Epe axis of Lagos state) in January.

### Challenges

**Inadequate internet facilities:** internet is central and pertinent in conducting booking agent training as it involves booking app to facilitate tractor service demand by farmers. The challenges was encounter in all the location

**Late disbursement of funds:** Late disbursement of funds by the donors affects the project execution timeline and could lead to setbacks in executing project activities. This can in turn affect quality of delivery.

**Postponement of activities:** Postponement of activities by the company-Hello Tractor most times affects the interest and commitment of trainees which in some case could lead to withdrawal of participants.

### Lesson Learnt

- Funding these set of Agripreneurs through commercial bank may not be feasible because of the terms and conditions such as: Interest rate, equity contribution, guarantors, etc.

- Youth mobilization/selection is key in implementing project successfully.
- Project proposal, agreement and budget should be visited time to time for appropriate decision making

### Recommendations

- Major activities in a work plan should be supported by description to avoid misconception/misinterpretation from the donor/partner.
- Work plan should be developed using simple language/terms (i.e. ambiguous word should be avoided)
- Internet modem should be procured for the project activity that requires access to internet to enhance prompt delivery.
- Prior to project implementation the objective and the scope of the project must be well analyzed to ascertain the feasibility and workability.
- The selection criteria and process should be review to make it more suitable, relevant and align to the project objective
- There should be a stakeholder meeting between the budget officer, PDAU and Project team once the agreement is signed to ensure that all parties involved in the project have a proper understanding of the project, budget and reporting.

### Projection for 2018

**Agritech conference:** This is a high level event that aims at exposing and discussing various investment opportunities in the Tractorization service provision in Nigeria. The proposed target audience includes investors, business men, government officials, community leaders and project beneficiaries. Others are financial institutions, corporate bodies, media agency, cooperative societies and farmers association to mention few. The program is scheduled to hold in Ibadan tentatively between February and March 2018.



## Agri-Food Youth Opportunity Laboratory (Agyouthlab) Project

This is a five-year project targeted towards expanding youth employment opportunities in the agrifood systems of Nigeria and Tanzania. This program aims to train 16,250 out-of-school, disadvantaged youth within the age range of 18-24 in Nigeria and Tanzania along the value chains of Cassava, poultry, oilseeds, horticulture and aquaculture. The project is funded by the MasterCard Foundation and is to be implemented by the Michigan state University and its partners which are; the International Institute of Tropical Agriculture (IITA), Oyo state College of Agriculture and Technology (OYSCATECH), Sokoine University Graduate Employment Cooperation (SUGECO) and Tanzania Commission for Science and Technology (COSTECH).



*Stakeholders at the launching of AgYouth Lab Project*

The project aims to adopt a private sector relevant curriculum that will enable the youths assess employment and entrepreneurial opportunities in the target value chain, with a unique approach to learning for a 3 month period per set of trainees; the trainees will have access to online materials and training, in- class training, internship, incubation, mentorship, etc. as is applicable to the different tracks (employment and entrepreneurship). Each project partner brings unique expertise and experience that contribute to the development of the mode of implementation for the training cohorts to start in February 2018 (Nigeria) and August (Tanzania) all things being equal.

The International Institute of Tropical Agriculture (IITA) as the lead training partner is responsible for coordinating youth training and pathways activities (post-training pathways to employment and entrepreneurship). The project team (Personnel) was appointed in April and July 2017 for Nigeria and Tanzania respectively, with the exception of the 'Youth Led enterprise development Coordinator' who resumed office in December for Tanzania. The timeline for activities in both countries differ and this has yielded and will continue to yield benefits going forward. For instance, the project launch in Nigeria preceded the launch in Tanzania by 5 months and as such there was the opportunity for sharing key lessons learnt and recommendations to the MSU team and the IITA Tanzania project team.

On the recommendation of Dr Julie Howard (The Ag Youth Lab project Director at Michigan state university), the Youth in Agribusiness unit hosted an intern from the MasterCard foundation in person of *Ms Violet Acumo* for approximately 3 months (May 16- July 21) and she provided support to the Ag youth Lab project and interacted with all units.

It was a great experience for both Violet and the host as there was exchange of ideas and knowledge.

In the course of the year numerous documents were developed and activities carried out to ensure the deliverables assigned to the institute were met. Some of such documents include; screening criteria for project trainees, training providers, facilitators, training sites, and internship sites; Work break down schedule for project activities; template for identification of value chain technologies; questionnaire for preliminary survey of training sites; Proposed AYL trainee profile; preliminary survey plan; etc. In Nigeria, over a thousand eligible youths were identified and a preliminary survey of proposed sites was carried out in October, after which selected sites were recommended for training, internship and incubation. Committees were also developed by MSU (Recruitment and curriculum) with periodic interaction virtually in a bid to get the best results through discussion among partners on the subject matter, and this gave rise to the development of the first proposed curriculum content and the Recruitment phase(s). IITA is expected to support with the recruitment process of trainees and further develop the curriculum the curriculum draft.

## Challenges

The most significant challenge was the lack of a sub-agreement and detailed scope of work which provided lots of uncertainty and made it difficult to take initiative in certain areas: this stood out as the root cause of other unfavorable issues. In a bid to correct this in the second year of the project, PDAU is taking steps in making sure we have signed agreement before its commencement. Other challenges include; bureaucratic process encountered in relating with Government delegates of AYL regions, slow responsiveness of project partners to activities for which collaborating efforts are required, and weak communication amongst implementing partners.

## N2Africa Borno Youth Project

The N2Africa Borno project is funded by the Bill and Melinda Gates Foundation. Its first phase started in 2014. The first project year (2014) was largely foundational with the training of twenty (20) youth towards the end of the year (3 -23 September, 2014) as the main activity. Year 2015 was in the real sense the project establishment and path finding period when the 2014 trained youth Agripreneurs were re-trained in the skill of writing bankable/fundable business plans (28 – 30 July, 2015); a second batch of twenty (20) youth were also trained (7 -17 September, 2015) and jointly empowered to commence business activities.



*Some of the trained Borno Youth in the Market  
with their goods for sale*

Year 2017 featured a unique partnership with Leventis Foundation Nigeria (LFN) which culminated in the training of seventy-one (71) (batch 6) youth agripreneurs in a vocational school training environment at Panda, Kano state and Tumu, Gombe state, Nigeria. This was closely followed by the training of one hundred and two (102) (batch 7) Contract Spray Service Providers in collaboration with CropLife Africa Middle East member company, Harvestfield

Nigeria Ltd. This is to specifically enhance doing business around the increasing tempo of cowpea cultivation in the project area. This essentially marked the end of all training activities having reached and indeed surpassed the initial target of two hundred youth agripreneurs by fifty percent.

Up to-date, a total of three hundred (300) youth (42 percent female) have been directly trained and re-oriented to embrace agriculture and agribusiness as an income generating activity. The youth have been empowered (equipped with agripreneurship skills and starter pack), and are currently engaged in various agricultural value chain activities under the N2Africa project. Consequently three hundred (300) individual businesses and four (4) cooperative business groups have been established along the grain legumes value chain. All the enterprises and business clusters are fully registered with the appropriate (national/state) regulatory agencies.

Accordingly, the youth agripreneurs through their business activities have created a total of two thousand two hundred and ninety-three (2,293) direct and downstream job opportunities for other youth/women in the value chain, ranging from input supply, to production, processing and marketing activities around crops and livestock production activities.

Specific progress was made in the following areas:

- One hundred and fifty- three (153) and one hundred and forty-seven (147) direct job opportunities created among graduates, and school leavers (usually the "hard-to-reach") category of youth respectively; and one thousand nine hundred and ninety-three (1,993) downstream (permanent and casual) jobs in the grain legumes value chain.
- Remarkable impact on labour saving farm activities and women participation through the introduction of the Spray Service Providers' (SSP) concept, and consequent provision of services particularly for women which constitute about 40 percent of the farmers reached in the project area.
- A major industrial (processor) output market mandate (GCOML) secured to mop up products while a sustainable input/output supply market is being institutionalized through the on-going CBN Anchor Borrowers Programme (ABP) in the project area.
- Establishment of three (3) value chain based cooperative associations with an apex coordinating union.

- About seventy-seven million naira (US\$323,000) injected into the local markets/economy in business support package for the youth beneficiaries with great multiplier effects for individuals and households in the project area.
- Injected grants have been multiplied to the tune of about one hundred and fifty million naira in current investments value, representing liquid cash, savings and physical assets within a period of three to twenty-four months of business activities.
- Gradual accumulation of assets such as farmlands, livestock structures & equipment, grains processing mills, tricycles, shops/stores etc., and indeed a growing business profile that can eventually stand as acceptable collateral for access to credit from financial institutions, which has hitherto been difficult.
- Aside other critical staple foodstuffs like leaf & fruit vegetables, fish and livestock products produced, about 364,300kg of grain legumes and cereals (soybean, cowpea, groundnut, maize, rice, sorghum) were produced and/or traded during the 2017 season, with significant impact on the inter-state and international grains market (Biu, Wandali/KwayaKusar, Gombe, Onitsha, Lagos) that are linked to the project communities.
- Establishment of administrative and cooperative groups' operating offices for the youth agripreneurs in Maiduguri (Northern Borno) and Biu (Southern Borno) for sustainability beyond the projects' life span.
- Establishment of online networking platforms for business promotions and continuity.
- Successful linkage with Bank of industry (BOI) for term loans under the Youth Empowerment Scheme (YES) programme; and First City Monument Bank (FCMB) and Keystone bank for special credit financing for the established grains processing mills for sustainability.
- Established partnership with Olam Grains International and Keystone Bank for a special Youth Agripreneurs' farm settlement scheme for agribusiness production activities at scale, as a critical exit strategy.

The critical message at this stage therefore, is that despite the difficult terrain of the project area, socio-economic stressors of an economy in distress, with galloping inflationary trends and associated challenges of business neophytes (young entrepreneurs); we can conveniently assert at this point that, there is a

steady progress in breaking the myth around the drudgery and perpetual poverty associated with agriculture among the younger generation.

Thus, three hundred (300) trained and empowered youth are currently employed in agricultural value chain business activities, with an average cost benefit-ratio (CBR) of 1:1.5, and are most importantly creating job opportunities for other young men and women in Borno State, Nigeria. Therefore, going at the current rate, by the grant end year of December 2018; it is envisaged that each of the empowered youth should on the average; create job opportunities for at least ten other youth/women, leading to and/or surpassing the set milestone of job opportunities in agri-business for at least 2000 youth in Borno state.

## ENABLE YOUTH- Empowering Novel Agri-business Led Employment

ENABLE Youth program is financed by the African Development Bank (AfDB). It is essentially meant to build upon youth empowerment opportunities pioneered by the IITA Agripreneurs but to do so within the context of country loans and leadership by national partners. While this effort has led to some awards to Regional Member Countries (RMCs), the country projects themselves are slow to materialize. This is the case for Cameroon, DR Congo and Nigeria where funds are available but no youth activities have started. Below is a summary of ENABLE Youth Programs and the current status of each for year 2017.

**ENABLE Youth Nigeria** is a large program (\$350 million) that intends to operate in all 37 states and through widespread public-private partnership. The country program was approved by AfDB at the end of 2016 but the government has yet to put it into effect, largely because its loaning partner is not determined. IITA will play a central role in training when the program is finally launched. IITA developed a suite of training materials intended for this project.

**ENABLE Youth DR Congo** (PEJAB, *Projet pour l'Entrepreneuriat des Jeunes dans l'Agri-Business*) will operate in eight provinces in conjunction with a network of new agribusiness parks. The project (\$57 million) is an AfDB loan approved in December 2016. IITA is preparing a competitive bid to implement the project along with IFPRI and INERA. The project is awaiting parliamentary ratification of the AfDB loan which is expected in October 2017.

**ENABLE Youth Cameroon** was approved as a component of a larger loan from AfDB in 2016 but is yet to start (\$16 million). IITA was central in developing the project's Concept Note but the managing agency prefers to offer IITA a series of specific contracts that are not yet formulated. IITA translated its training materials into French in anticipation of the project.

**ENABLE Youth Sudan** is establishing nine agribusiness incubations that follow the Agripreneur model (\$24 million). It operates as an AfDB grant rather than a loan, mostly using unspent funds for other sources. IITA placed a coordinator with the project and provided a range of training and communication tools.



**Other ENABLE Youth country projects** are under formulation in Cote d'Ivoire, Ghana, Kenya, Madagascar, Mali, Senegal, Sierra Leone etc.



*Training and sensitization program for participants of the pilot phase of ENABLE Youth Program in Madagascar*

IYA is well positioned to assist in the operations of ENABLE Youth projects across Africa, particularly through the use of its communication, M&E and training tools. But the issues that delay the final formulation and launch of these projects appear larger than IYA itself and must rather be handled by AfDB and IITA senior leadership.

## Communication

In 2017, Communication unit continued to support the achievement of the objectives of the organization. Communication focused on internal and external means of reaching out to the publics.

### Internal Communication

The unit has continued to develop and expand its internal communication activities through the Monday Morning Meetings (MMM) where key actions and activities are carried out with meeting notes circulated amongst Agripreneurs in all hubs, via emails. In addition, the unit supported other units and projects in the production of communication materials.

### External Communication

External communication comprises the organization's website, outreach with key constituencies and audiences, and all publications designed for external audiences.

This is the means employed by the unit to reach out to various target audiences and this includes donors, investors, youth, government, and farmers.

The external means include the use of:

- Social Media
- Print Media/Publications
- Multimedia
- Promotional items

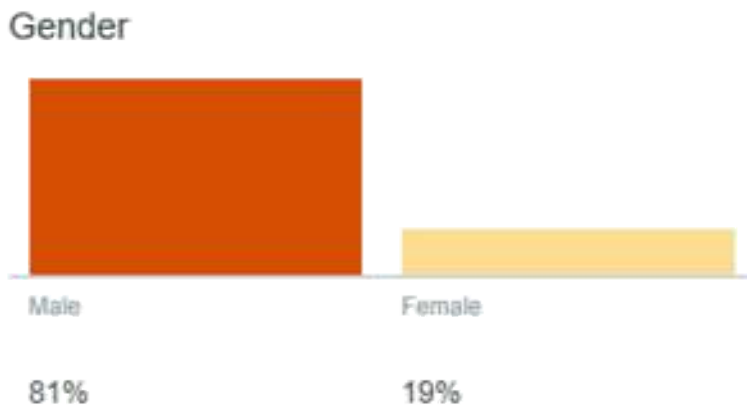
### Social Media

The social media networks continue to serve as platforms for engaging young people and facilitate interactions to influence their mindset towards agriculture.

The group uses *Facebook*, *Twitter* and *YouTube* to showcase its key activities, products and services, and to circulate publications and educational materials.

With regular updates, the group was able to increase the number of "likes", on Facebook and followers on Twitter.

For Twitter, [@IITAYOUTHAGRIP](#) the unit recorded an increase in the number of followers from 3958 in 2016 to 5944 with an average impression of 500 per day.



### Country

Country name	% of audience
Nigeria	55%
Kenya	10%
United States	6%
South Africa	3%
United Kingdom	3%
Ghana	2%
Uganda	2%
Tanzania	1%
India	1%
Norway	1%

**On the Facebook page of the organization,** <https://www.facebook.com/iitaYouthAgripreneurs>, the unit has linked up with other Agripreneurs in other hubs. The Facebook page also recorded an increase in the number of likes from 8645 to 11,021 in 2017.

Using the YouTube channel, the unit uploaded inspiring short videos telling the success stories of Agripreneurs to encourage others to embrace agriculture as a means of generating income.

## **Publications**

Realizing the importance of documentation and knowledge sharing, the communication unit published quite a number of books, flyers, posters to enable the organization keep track of its baseline activities from inception, monitor the progress, and share with the target audience.

**Newsletter:** IYA Newsletter is a bi-monthly compendium of key stories, events, and information from all hubs of IITA Agripreneurs. In 2017, six editions were published and one special edition in December which featured the lecture and book presentation by Dr Sarah Olubi Johnson, the CEO of Lifeforte International School in Ibadan.

One of the major highlights in 2017 was the commissioning and naming of the Agriserve building, after the President of the African Development Bank, Dr Akinwumi Adesina which was done during the 50th anniversary celebration of IITA.

**Chronicle:** It is a compilation of all the newsletters published by the organization in the year. In 2017, IYA in December published volume 4.

**Brochure:** the booklet titled “IITA Youth Agripreneurs at a glance” contains all the key information and milestones of IITA Youth Agripreneurs from inception (2012). It featured the model of IYA, its approach to engaging young people and establishing different profitable enterprises, projects managed by Youth Agripreneurs and the replicated youth groups in Nigeria and other African countries.

**Improved Approaches and Broader Activities:** this book was produced with the assistance of the Technical Adviser to the youth, Dr Paul Woomer. This publication contains the summary of how IITA Youth Agripreneurs has evolved, its key experiences and achievements, its current status and the transition plan as the organization evolves.

To further advocate for the success of the group among the stakeholders in the agricultural sector, the communication unit contributed to some articles and editorials of international magazines.

The group also designed handbills and flyers for major events that occurred in the course of the year.

**Promotional items** such as t-shirts, face caps and bags were produced in large quantities by the unit for distribution at seminars and workshops.

### **Multimedia**

The unit also produced three videos, which were used as a source of advocacy and resource mobilization during seminars and conferences.

## Monitoring & Evaluation

The unit's set goal for the year was to review and update agripreneurs' database and document IYA achievements.

- Based on the set goal, the unit updated, analyzed and interpreted consolidated IYA (Nigeria and hubs) database from 195-301 of its members with individual outcomes and communicated findings ([Agripreneurs' Characteristics](#))
- Developed M&E Data Matrix for IYA and reviewed performance questions based on selected indicators
- Created a document (Unit based fact sheet) based M&E findings on units' achievements since IYA inception
- Co-updated analyzed database of youth trained from 475 to 840 youth disaggregated by gender, geographical locations and commodity trained.
- Developed and Implemented Business intelligence system for start-up enterprises for proper documentation of production, financial data and forecasting
- Conducted routine Monitoring visits to start-up enterprises; baseline, actual performance data captured for monthly data quality assessment and reporting
- Fully participated and contributed to report of Training Site Assessment visit to Federal College of Education Oyo, (Special)
- Reviewed and tested ENABLE-TAAT Routine Monitoring Tool among IYA 13 groups, comments received were used to update the tool
- Created English and French versions of trainees' baseline survey and tested among YTTP participants (<http://bit.ly/2gCQFxr> and <http://tinyurl.com/yazs97at>)
- Contributed to quarterly report and conducted series of training evaluation for Hello tractor project and requested commodity specific trainings
- Sensitized 6 female interns on fundamental M&E components, approaches, methods, tools and benefits to projects/programs
- Developed Logical frameworks for Benue state, Kogi state and MTN project proposals
- Designing appropriate and effective monitoring data collection tool

### **Start-up Enterprises**

The M/E unit monitored the enterprises of young people that were provided with zero percent loan by IITA to out scale 3 business enterprises after their training in the incubation center

### **Rational for Business Intelligence System**

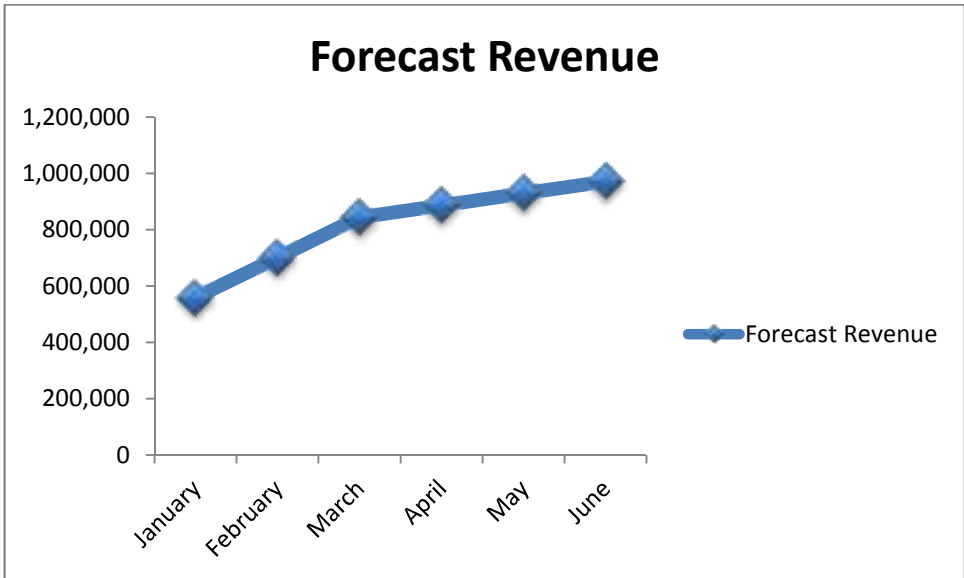
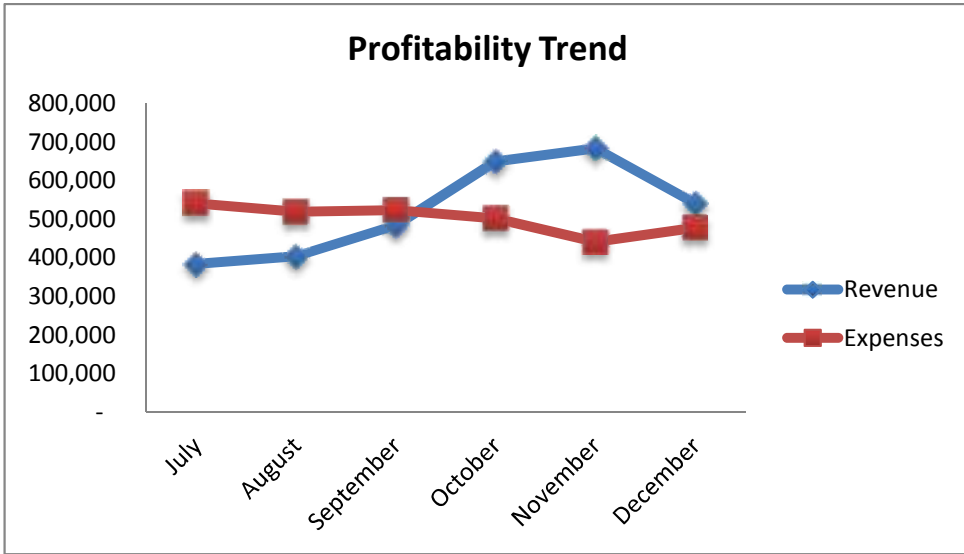
The unit designed a Business Intelligence System to help the businesses track their records and give room for proper decision making. With a BI system in place, necessary data comes from one source, are accessible from a dashboard and converted into a report. This saves much time and energy while removing inefficiencies from the process of decision making.

- The unit has designed and implemented Business intelligence (BI) for start-up enterprises to monitor, easily view, analyze and understand information relevant to the history, current performance or future projections of each business.
- The goal of the BI is to help the business owners and management to make more informed and better decisions about each enterprise profitability and sustainability. Some of these businesses are highlighted below.

### **Frotchery Farms Ltd**

Frotchery farm is a partnership enterprise owned by 3 young and energetic youth Agripreneurs. The factory is located at Akobo area in Ibadan, focuses on fish processing using the smoking kiln technology.

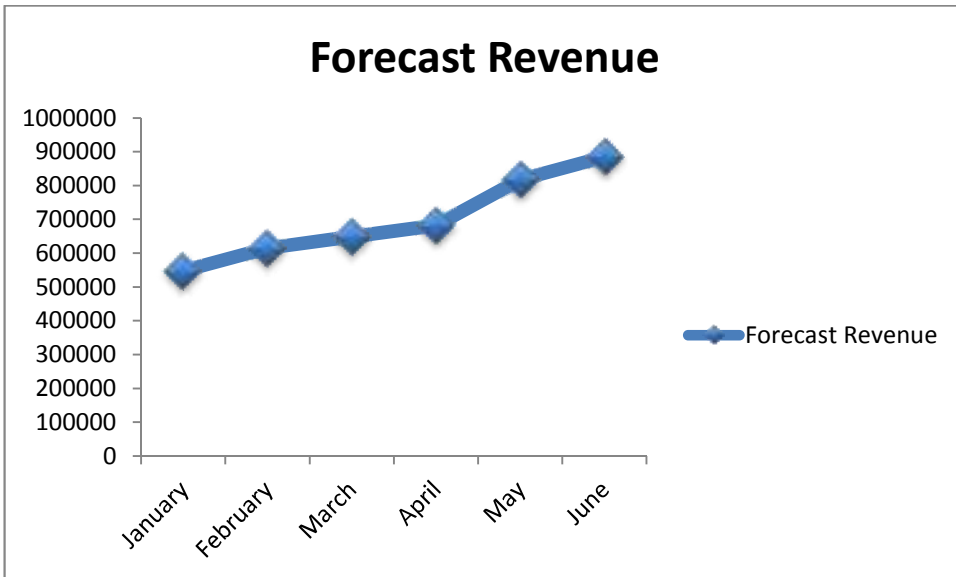
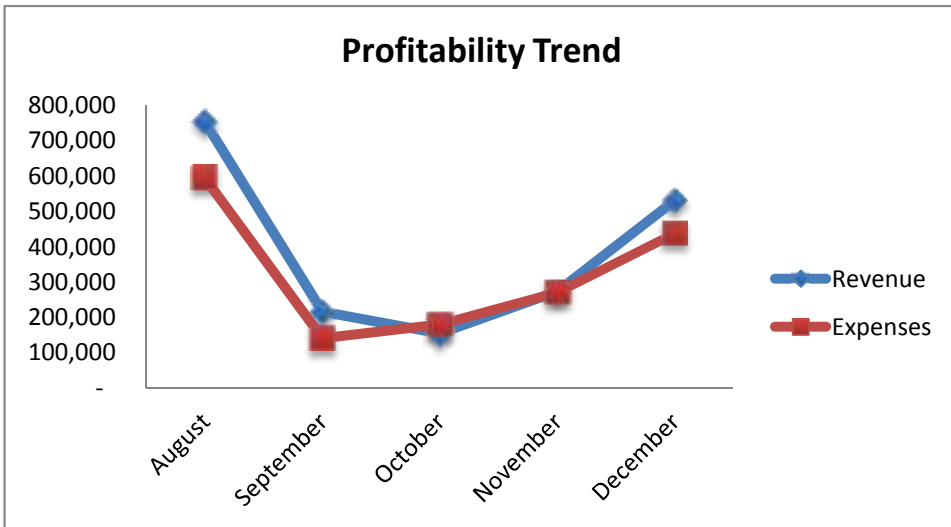
Frotchery farm started operations in July, 2017 and recorded it break even profit after the first 3 months as shown in the chart below. It has processed over 4tons of catfish and yet to meet its monthly demand.



### Gracevine Ventures

Gracevine venture is a sole proprietorship owned and managed by Mrs Idowu Bose. The business located at Moniya in Ibadan started production and packaging of yam flour and beans in August, 2017. The chart below shows its profitability trend and 6 months forecast revenue.





### Tofan Foods

Tofan Foods is a partnership of 2 young men and a lady trained by IYA. The factory is situated in Ijebu-Ode, Ogun State and it produces a crunchy snack “Tidbit Delight” made from High Quality Cassava Flour and Cowpea. Market acceptability of the product was a serious challenge especially in the locality. Hence, Tofan is working on improving its marketing and promotional strategy or diversify into another product to penetrate more market for profitability and sustainability.

## TAC Farms

Temmy Agribusiness Consult (TAC) is an agribusiness firm that focuses on production of cereal grains and provision of consultancy services to people and organizations. The enterprise, located at Zaria (Kaduna State) started with the production of maize grains due to the continuous increase in the demand for the crop over the past couple of years.

It is a sole-proprietorship owned and managed business by Mustapha Quadri who was trained under the cereals and legumes unit of IYA. The business started full operations in March, 2017 and has harvested its first cycle of 15 hectares.

<b>Produce</b>	<b>Farm size (hectares)</b>	<b>Expected Yield</b>	<b>Actual Yield</b>	<b>Expenses (₦)</b>	<b>Revenue (₦)</b>	<b>Profit (₦)</b>
Maize	15	30 tones	28 tones	1,863,000	2,800,000	937,000

*TAC farm profitability summary*

## Challenges and lessons Learnt

During the course of evaluating some of these businesses, the following were recorded as challenges and lesson learnt

### Challenges

- Inadequate funds for business expansion
- Delay in certification and registration of businesses by the regulatory body- NAFDAC.
- Inconsistency in cost of raw materials and logistics
- Mentors form key actors in the same value chain

### Lessons Learnt

- Strategic location and adequate market analysis is key for start-up enterprises

- Aggressive marketing of products including online awareness creation to generate more sales
- Diversification is very important in a business set-up to generate multiple streams of income for the sustainability of the enterprise
- Good branding for self-sales and attraction.
- Priority should be given to proper record keeping
- Partnership with input suppliers and distributors is important for business for rapid business growth
- Strategic bulk purchase of raw materials for production.
- Well prepared cash flow to serve as guide and determinant for the expenses and profitability of the enterprise.

However the M/E as a unit in 2017 faced the challenges of;

- Lack of resources to carry out routine projects' sites and groups monitoring visit to validate information
- Late responses to questionnaires
- Inadequate M&E skills among colleagues

### Recommendations

- Leverage on MEL, the IITA adopted electronic M&E tool (<https://mel.cgiar.org/index/home/>)
- Sensitize all groups on how to make use of DATA MATRIX
- Adequate resources should be allocated to the unit for proper monitoring visits to validate information
- Mentorship from IITA M&E Specialist

## IYA Onne

The team in Onne is made up of five vibrant youths lead by Asaju Oyindamola with Atu Obinna, Adewale Joshua, Ogunwole Dorcas and Obaila Timi. The team in 2017 transformed the face of agriculture within the area inspiring other youths, men and women alike within the region to take up agriculture and agribusiness as a career path.

The objectives of the team is to develop profitable agribusiness enterprises that can be scaled-up to a commercial level and also plan and implement training programs for youths in the south-south and south-east region of Nigeria.

In 2017, the team encountered some challenges and obstacles as well as recorded remarkable achievements in their activities (cassava, plantain and banana, fish and poultry, capacity building and value addition).

### Cassava; a gold mine in Onne

Cassava is one of the most consumed foods in the Niger Delta. It is consumed in various forms when processed; this could be in the form of *garri*, *fufu*, *abacha* and even tapioca. It is also one of the most important food crop grown in the region. The team was able to establish a total of 16ha in 2017 as compared to 2016 where they were able to plant 2ha. It is projected that 400 tonnes of cassava would be harvested in 2018. Securing land outside the campus within the region was an enormous challenge.



*Some harvested cassava roots for sale*

## Plantain and Banana (The pride of Onne Station)

One of the major mandates of the team on arrival in Onne was to propagate plantain and banana suckers for farmers within the region.

From just one hectare of plantain field the team has been able to establish an additional 2.6ha of both banana and plantain. With the previous field established the team generated **\$649.08**.

In 2017, the team harvested a total of 5018 plantain suckers from 1658 suckers stocked. There is a need to double the current rate of multiplying suckers for both plantain and banana as there is a tremendous demand for viable planting materials. To achieve this, the team embarked on the renovation of an additional 6 macro chambers that would be able to produce at least **12000** suckers per cycle and a total of **36,000** suckers in 2018.

The above shows that the team has not only been able to improve or expand from 2016 production capacity but almost doubled it through the renovated facility.

However, these were not achieved without challenges. Weather condition posed a very big challenge to the humidity and heat in the macro chambers resulting in the reduction of suckers produced from the chamber. Since there is a high and long period of rainfall in the high rain fall region, the chambers a lot of time could not provide the adequate level of temperature required to grow and propagate suckers.

## Poultry and Fish

The lack of adequate facility hindered the huge scale production of fish and poultry. About 3800 juvenile fish was raised to table sized fishes, generating a total of **\$7242.86**. From just four functional concrete ponds, the team increased her capacity to 4 tarpaulin ponds which can take up to 1000 table sized fishes each.

The team also started the rearing of poultry for eggs leveraging on a mini poultry facility with a capacity of about 500 birds. The team started with 200 day old chicks in December 2016, and added 160 point of lay in 2017.

Over **1657** crates of eggs were harvested and a total of **\$3788.57** was generated within this period.

Part of the challenges recorded is the high mortalities rate due to outbreak of disease, invasion of ants etc. some were immediately dealt with while others lingered for a while. There was also the challenge of dealing with customers being willing to buy at our own price.



*A view of the poultry*

## Capacity Building

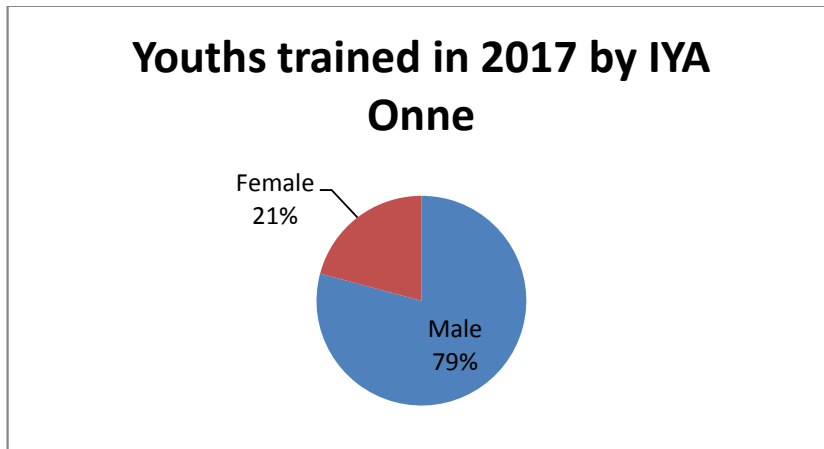


*An Agripreneur training the community youth on plantain sucker multiplication*

The team in collaboration with the station has been able to train 37 youths from Onne community on cassava production and plantain sucker multiplication as well as 11 other youths from the neighboring communities on catfish production, plantain sucker multiplication and value addition. The team was also instrumental to the successful training of 50 youths in Warri for the chevron project on cassava and plantain production and multiplication. The training made a difference in the host community as it was a huge huge diversion from the normal thought of crude oil;

this portrayed a legitimate and alternative source of income to vandalization and cooking of crude oil (*Kpo fire* as it is popularly known).

On skills development, the team attended several trainings such the YTTP training in Brazil organized by the AfDB, rice training in Bida Niger state organized by ATASP etc.



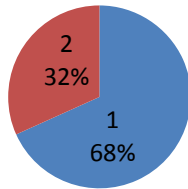
### Value Addition

Leveraging on a mini processing center at the IITA-Onne station, the team ventured into value addition. About 4 tons of cassava was processed into garri and packaged. The product was an immediate alternative to local garri in the market as customers clamoured to purchase it because it was a lot finer. A new product called **rooty crunch** was also developed which is a combination of plantain and cassava flour. Though this has not been properly developed, it is gradually gaining prominence as a snack in Onne. Value addition was able to generate over **\$1261.01** in the course of the year.

### Youths Employment

The team in 2017 also increased the livelihood of a number of youths within the area by occasionally providing casual jobs that sustained them for a period of time; this is reflected in the figure below.

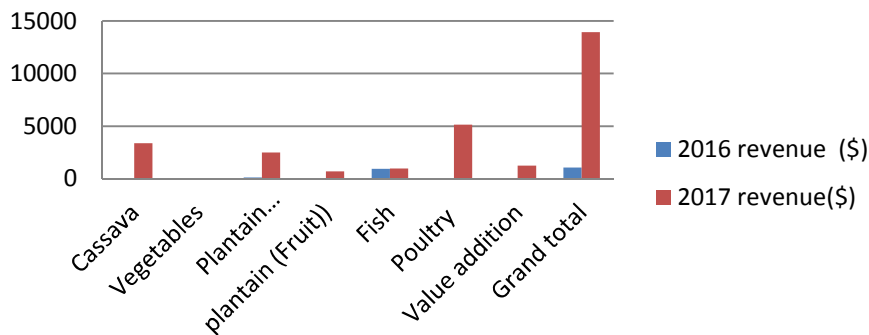
## Employment Generation



## Financials

In the past year, the team made a tremendous achievement in terms of revenue generated; a total of **\$13,935.29** was generated as opposed to **\$1075.41** in 2016. This is shown in the table and figure below.

## Revenue comparison per commodity





## **IYA Imo**

During early 2017, IITA Youth Agripreneurs (IYA) moved to Imo State to establish an incubation center where young people in the South-Eastern part of Nigeria can have the opportunity to be enlightened, trained and equipped with agribusiness skills.

The decision which was prompted by the state government's call on the management of IITA to establish a model which can gainfully employ young people in the state along the agricultural value chain served as an opportunity for IYA to extend its tentacles and fulfil its vision of ensuring that youths in all the geo-political zones in Nigeria tap into the benefits available in agriculture and enhance food production in the area.

To demonstrate its willingness to ensure that the state becomes a beneficiary of the IYA program, the state government through the Executive Governor, Rochas Okorochoa released some abandoned facilities-fish ponds, poultry and greenhouse at the Imo State Polytechnic Umuagwo and at the Anambra-Imo River Basin Development Authority in Agbala to IITA to be used by the youth for the incubation program.

To this effect, IITA deployed six experienced Agripreneurs from Ibadan and Abuja to renovate and resuscitate the facilities and display the viability of the horticulture, fish and poultry enterprises. Once the scope of operation was understood, 10 additional corp members who served in IITA with four locally recruited youth in the host community were dispatch to assist in conducting the pilot enterprises.

### **Horticulture**

Within a short period of time, the 5000m<sup>2</sup> greenhouse at Agbala that was abandoned was put to use by the agripreneurs by stocking 5600 seedlings of 17 vegetable varieties using the drip irrigation system redesigned and installed, 5000 m of planting beds raised and fertilized, and 10 different exploratory horticultural approaches established to determine which crops and varieties perform best and have the strongest markets. Within three months there were clear winners and losers, and successful production and marketing of cucumbers, tomatoes, capsicum and pepper were underway. These youths

arranged themselves so that their responsibilities rotated, allowing for all members to develop a balanced suite of horticultural skills. Early successes were tempered by the onset of pests and disease, but these too were addressed through mentorship and good agricultural practice, and now vegetable production operates at a 24% level of return.

## Poultry

The dormant poultry facility at Imo Polytechnic seemed almost too good to be true. It consisted of broiler pens and layer cages that required a thorough cleaning and replacement of termite damage. A heated nursery area was established, water and feed dispensers installed, and 2300 kg of feed and 700 day old chicks consisting of 350

*Cost and revenue from five Agripreneur enterprises in Imo*

Enterprise	Production unit	Cost (\$)	Revenue (\$)
Cucumber production	per 500 m <sup>2</sup> bed	371	515
Tomato production	per 500 m <sup>2</sup> bed	490	557
Poultry: broilers	per 100 birds per cycle	420	504
Poultry: layers	per 100 cages per week	840	1020
Catfish farming	per one m <sup>3</sup> per cycle	130	196

broilers and 350 pullets (young layers) purchased. Within two months 338 broilers were sold, and within four months an average of 250 eggs were marketed weekly. Next another 2500 additional layers were added to the flock and currently 720 eggs are harvested daily. These youths paid close attention to their costs and returns, and also established an intern program where other youth learn poultry production as well. After a few months of operations, poultry diseases appeared but this was overcome through quarantine, improved sanitation, and veterinary medicines, all valuable lessons learned. An important lesson is that broiler chicks must not be placed in proximity to layers or the risk of disease is increased. Profit levels were relatively low (20%) owing to the high cost of poultry feed, but the high value of poultry products results in favorable cash flow.

## Fishery

Fish farming was more difficult to establish because of the leaky ponds and unreliable water delivery. A network of small ponds surrounding the poultry houses were identified as a promising entry point. Catfish fingerlings and quality fish feeds were locally sourced. Cement ponds that were thought repaired developed leaks and some growing fish were lost, and in other ponds a slower than expected growth rate was experienced. Nonetheless, by October fish harvests started but when start up and losses are considered the enterprise has not yet proven profitable. The youth group has started to smoke and dry these catfish as a way to derive more value from them.

### Before and After



*Rehabilitation of the Polytechnic poultry facility: the unit is now stocked with birds and operates as a pilot learning facility (above before and below after).*



*Rehabilitation of the Imo Polytechnic fish ponds. Old ponds were repaired, stocked and harvested fish dried for value addition, and example of vertical business integration.*

## Field Crop Production

Cassava and soybean are also under production at the Polytechnic. Permission was granted to farm by the Polytechnic, machinery, improved varieties and production inputs arranged by IITA and 36.2 ha of cassava and 8 ha of soybeans established. While the cassava is not yet harvested, about 2 tons of soybeans were bulked and intended for replanting next year. Four different varieties were cultivated in the 8 ha area of land to establish which variety will do well in this



location and they were also planted at 3 weeks' interval to determine the best planting time for soybean. Soybean planting improved the soil fertility as it is evident on the cassava planted currently in the area. There was no sale of soybean since the first and second batch of the soybean were lost due to poor soil fertility and too much rainfall.

The successful effort by Agripreneurs in Imo has shown that empowered youth can succeed at agricultural enterprises where others have failed. By assuming control of and rehabilitating abandoned facilities, start-up costs are minimized. Much of Imo State is urban so market demand is high but consumers have rather exact preferences, rejecting some vegetables but paying higher than expected prices for others. While the Imo Agripreneurs have met their first challenge, restoring profitable production to Imo, the larger benefits from wider successful, independent agribusiness startup by youth across Southeastern Nigeria requires further planning and additional support.



*A view of the screenhouse at Agbala*

## IYA Kano

In 2017, the team in Kano recorded a breakthrough in its sorghum production as they were approached by Honeywell Nigeria Limited to produce for them as off takers. The team planted 25 hectares in Nassarawa state for this purpose with diversification into maize, tomato, and ram fattening.

After the trial phase of cultivating sorghum in 2016, the team decided to produce on a larger scale in 2017 and moved from 2.5 hectares, to 25 hectares planting CSR-O1 (Fara-fara) variety in Panda, Karu LGA of Nasarawa state. The team harvested 21tons of sorghum from the field.



*An Agripreneur checking the sorghum for pest control*

## Rice

Looking critically at the society and the country at large, it is glaringly clear that rice is generally consumed and widely accepted. Seeing that Rice thrives well in the north, IYA Kano partnered with Africa Rice for seed production for farmers who in and out of planting season, come looking for good/viable seeds. Faro 44 Breeder seed was cultivated in zangon Buhari; Bunkure LGA of Kano state. The field was also inspected by representative of the NASC (National Seed Council). Part of the challenges encountered is the lack of irrigation which affected the

expected yield. About 1.2tonnes of foundation Rice seed was realized from the 1 hectare of field cultivated.

## Capacity Building

To foster peaceful co-existence and good rapport among the team members, Knowing that creating a pause within a regular workday can help to create a healthy pace for work life, IYA Kano in 2017 organized a retreat where the team reminded itself of the need to build a good working relationship so that together, they can be a formidable force. The retreat served as a catalyst for team bonding. First and foremost, the team analysed both individual and the groups' strength and weaknesses then proceeded to the threats and opportunities.

Through a training by East-West seeds, the team ventured into tomato production in Minjibir where 0.5 hectare of land was cultivated for the purpose. The trial phase increased the quest for more experience and the east west seed training came along. East West is a market leader for tropical vegetables in Holland and the company has over 800 seeds with the breeding and research done in Asia. The training was anchored by the representative of the company here in Nigeria; and supported by Sansui Agro-allied Ltd being the importers of EW seeds in Nigeria who already has 10 demonstrations farms established across the country. The training which took place around February 2017 in Kano had 13 selected Agripreneurs from the different stations (Onne, Ibadan, Abuja, Imo, Kano) within the country and 15 other youths from Kaduna who were also interested in vegetable production.

The training gave them an opportunity to learn;

- Basic introduction to vegetable production/ideal variety for regions
- Good agronomic practices (nursery preparation to harvest) so as to obtain maximum yield
- Insect and pest management
- Engaging in the production as a form of business for income generation.

The training which lasted for four days ended with a practical session where demonstration plots were raised and 40 different varieties of some selected



vegetables were planted. Some of the selected vegetables planted include tomatoes, onions, sweet pepper, chili pepper, garden egg, carrots, water melon, pumpkin, okra, cucumber, cabbage and lettuce.

The team also participated in a business plan development training in Ibadan in 2017. The training assisted the team in writing a business plan on their commodities which is now ready for screening.

The Agricultural Transformation Agenda Support Programme Phase1 (ATASP-1) had her training on all her mandate crops (Rice, Sorghum and Cassava) within March-April 2017. The training which was centered around educating and empowering youths/young farmers on the business opportunities and profitable ventures. Beginning with sorghum which was held in Kano, Bida (Niger state) hosted the training on rice while the training on cassava was done in Abuja. The training created awareness on the importance of the selected crops and benefits of taking it as a business. . The end of the training in all the designated locations, the participants were given the opportunity to choose the preferred sector of operation with mentoring opportunity from ATASP commodity specialists.

Sensitization workshop was also organized for the youths (corps members and SIWES student) on Agribusiness, leadership, value addition etc to answer their question of what to do after NYSC. A total number of 69 youths were sensitized. Others include students from Federal University Dutsenma Katsina State (30 students), North West University Kano (27 students) and Agro-allied (82 corps members) CDs groups Tarauni LGA Kano state.



*Some of the trained Corp members*

## **Marketing and Sales**

The process of production will not be complete if there is no market for the produce. In 2016 2 hectares of soya beans and 2.5 hectares of sorghum was cultivated in Sakaru village, Zaria, Kaduna state. After the harvest, 2.5 tonnes of soya beans and 2.2 tonnes of sorghum certified seed was realized and stored. Earlier in 2017 the team packaged and sold the seeds to IITA and ICRISAT for sales to the demanding farmers and the internally displaced people (IDPs) in the North Eastern parts of the country. After the sales, about one million naira was realized while the remaining seed (sorghum) was used for the 2017 planting season.

### **Challenges encountered**

- Delay in accessing fund for farm activities
- Farm machineries
- Expensive cost of labour
- Fulani herds men grazing on our farm
- Minimal case of theft from locals
- Wild fire

### **Partnership**

**IYA Kano Involvement/Proposed Synergy with Kano- Jigawa ATASP-1 Zonal Office**

There is a mandate to correlate with ATASP-1 to assist in achieving the youth component target alongside that of Agripreneurs. A concept note was developed to sensitize/ introduce Agribusiness to educated youths in ATASP-1 Kano-Jigawa zone and part of the things to do include;

- Develop selection criteria with zonal office
- Selection of youths in identify location
- Sourcing for training venue
- Provision for training materials
- Training of 150 educated youths in batches in selected local government
- Linking them up with Agribusiness specialist at the zonal office and various crop value chain

### **Concept note developed for “Invest Jigawa”**

The team alongside with IYA capacity building unit in Ibadan developed a concept note for a proposed training of youths in Jigawa state. The concept note has the following objectives

- To change the mindset of youths about agriculture
- To develop the capacity of youths in Jigawa state through training on best-bet practices across agricultural value chains to embrace agribusiness as an income generating activity.
- To promote more engagement of youths and women in processing, marketing and value addition on prioritized value chains in Jigawa state.
- To facilitate the establishment of agribusiness enterprises for the youths in Jigawa state.

### **ICEADA proposed Partnership Visit**

The ICEADA (Inclusive Community Education and Development Association) and Youth for Healthy Community Initiative (Y4HCL) project team (funded by Embassy of the United State of America) approached IYA team in Kano to provide the technical skills and capacity building for 50 participants (30 Males and 20 Females) per community making a total of 800 participants in 16 communities.

## **IYA Abuja**

Like the team in Ibadan, the incubation period for the IYA team in Abuja ended in 2017. Operating learning by doing enterprise along the value chains of Cassava, Rice, Fish, Sorghum etc, most of the members have developed business plans for spin-off to establish their businesses.

### **Production**

Impressed by the activity of the youth, Nigeria's senate committee chairman on agriculture Dr. Abdullahi Adamu, gave 300 hectares of land to the IITA Youth Agripreneurs Abuja in Nasarawa state to be used for agricultural production. This gesture was a relief because the youth were encountering challenges in acquiring land. The land was used to cultivate soybean and cassava.

The team ventured into sorghum production and expanded from 19 hectares which was planted in 2016 to 50 hectares in 2017.

### **Capacity Building**

The capacity building effort of the team in Abuja resulted to the training of rural youths in Guabe community, Kuje Area Council on the wealth and opportunities in agriculture. The first set of youths that benefited were trained on cassava production.

IYA Abuja Youths intends to keep impacting rural youths in Guabe to achieve the major goals of the IYA model; which is to reduce youth unemployment through agriculture.

Another NGO, the Givers Capacity for Enhancement also expressed their interest to have their youths and women trained by the Agripreneurs on vegetables, rice, cassava, yam, snail, catfish and poultry.

A total number of 23 participants (youth and women) under the umbrella of the aforesaid NGO were taken through an extensive training on the selected commodities for 3 days.

The youths in Biliri Local Government area of Gombe state in a bid to further acquire knowledge on best agronomic practices for increased productivity

invited the IYA Abuja, ICRISAT and other organization to further train them on sorghum and soybean value chain and opportunities in this aspect of agribusiness.

## Events

The Benue State Governor Ortom Samuel visited IYA in Abuja. He was impressed at the level of work done and encouraged them to create 1000 jobs after Agricultural entrepreneurship training in Benue State. A coordinated project and strategies to implement this in Benue state Nigeria will be initiated in 2018.



*Governor of Benue State, Ortom Samuel at the exhibition stand of the IYA team in Abuja*

In 2017, IYA Abuja participated in a radio programme for Agriculture on Raypower 100.5 FM and this has drawn several youths and organization to IITA Abuja station seeking for partnership and information on how to take agriculture as a business.

The team in 2017 also participated in a panel discussion on youth engagement in agriculture at the Youth Entrepreneur Summit for Agribusiness Advancement (YESSA) held at the international conference center Abuja. The conference which focused on the youths and opportunities in agribusiness was attended by key

players in agribusiness sector. The forum gave the team an opportunity to speak about the IYA model.

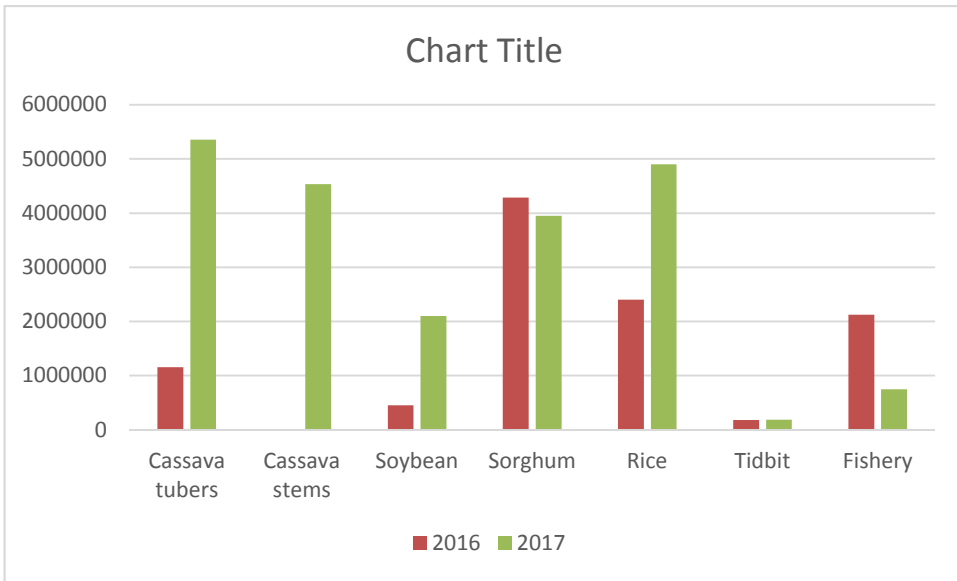
## Financials

The IYA Abuja production unit started its major production activities in 2016, with the cultivation of crops, livestock and fish. The total land area allocated to crop production covering crops such as Rice, Cassava, Sorghum, Soybean, maize and a few vegetables and the construction and stocking of its 800m<sup>2</sup> fish pond, grass cutter and snail farm. The team realized a total revenue of **10,602,25500** from sales of the 2016

In 2017 however, the team had a mandate to focus only on four enterprises cassava, rice and sorghum and fish. With the stream lining of the group's activities, there was a major increase in their production capacity, and having acquired knowledge through experience and trainings the team upscale their production per land area from cultivating sorghum on 19ha, cassava 11ha added to the 2016 existing 14ha and cultivated rice on 20ha. For the fish production, the team acquired four additional ponds for production while improving in the fish smoking enterprise both in quality and quantity of product. The team expects projected revenue of **21,782,150** from the sale of 2017 produce.

### Expected Returns Analysis from Sale of Farm Produce in the 2017

Crop	Farm size	Expected Yield (Ha/Tons/Bundles)	Total Yield (Ha/Tons/Bundles)	Expected Unit Cost (Ha/Tons/Bundles)	Expected Revenue
Cassava Tubers	21	15	315	17,000	5,355,000
Cassava Stems	21	360	7560	600	4,536,000
Soybean	6	1	6	350,000	2,100,000
Sorghum	19	1.3	24.7	160,000	3,952,000
Rice	7	2	14	350,000	4,900,000
Titbit		750			189,150
Fish					750,000
Grand total of the expected revenue					21,782,150



Crop	2016	2017
Cassava Tubers	1,156,900	5,355,000
Cassava Stems	0	4,536,000
Soybean	451,600	2,100,000
Sorghum	4,284,700	3,952,000
Rice	2,403,500	4,900,000
Tidbit	180,750	189,150
Fishery	2,124,805	750,000
<b>Total</b>	<b>10,602,255.00</b>	<b>21,782,150.00</b>



## **Kibwezi Hortipreneur Youth Group (KHYG)**

The Kibwezi Hortipreneur Youth Group (KHYG) in Kenya started in early-2015 under the IFAD-YADI 2 Project. The group conducts irrigated vegetable farming in semi-arid east Kenya at the University of Nairobi Dryland Research Station where a greenhouse facility was previously abandoned for many years.

The University of Nairobi Drylands Research Station serves as its host, providing land, greenhouses, offices, workshops and other basic facilities. For 2017, the group has made remarkable progress especially on its innovations in agribusiness and revenues generation; this is not limited to many lessons that have been achieved through experience and practices like renovation of greenhouse facilities, venturing into large-scale vegetable production and marketing, establishing fish ponds and fish feed production, and most recently learning and practicing to source for support from other interested parties and donors through proposal development and submissions as well as scaling up in legume enterprise.



*Some KHYG members being trained on fingerlings production*

With the greenhouses it renovated, along with another it built, the group currently operates 2700 m<sup>2</sup> of drip-irrigated greenhouse beds. Seedling availability, tomato-cucumber rotation and wholesale marketing are keys to success. Recently the group harvested 5.7 tons of cucumbers from only 700 m<sup>2</sup> of greenhouse (= 80 tons per ha) in only three months and marketed them in 90 kg bags to a leading Nairobi buyer (earning about \$1 per m<sup>2</sup> per month)

### **Objectives and Targets For 2017**

- i) To reach out to more youth and help to them understand the value of agribusiness
- ii) To increase revenues at least by half as compared to 2016
- iii) To assign each enterprise a task leader who should be answerable in case of underperformance
- iv) To monitor the growth and improvement in each enterprise and correct any loop hole in due time

### **Major Enterprises and Their Benefits**

KHYG operated on five major enterprises throughout the year 2017. These were the tomato and cucumbers enterprises that performed well under greenhouse structures, the green vegetables that were very successful in the open field, the town depot that was erected in February and has been doing well, fish enterprise that had little success and the legume enterprise that is seasonal. The enterprises attracted many farmers and university students who sought for knowledge from the group. Over 20 farmers benefitted as they learnt on how to properly manage horticultural crops from the nursery to the maturity. The group is also mentoring other farmers from the nearby irrigation farms and more marketing ventures have been realized through this. Over 100 youth from institutions have also learnt about greenhouse management from the group. The group doubled their revenues to about Ksh 800, 000 compared to 2016. Due to its limited monthly budget allocations, half of this was reinvested and enabled the group to run its activities smoothly throughout the year.

## PROGRESS AND ACHIEVEMENTS OF THE YEAR

### KHYG Wins 1250 Us Dollars

KHYG members participated in a number of trainings offered in Makueni County. Mostly these agricultural trainings were offered to women and youth groups and were centered on mango value chain; green grams value chains and the indigenous chicken value chain. KHYG attended a competition on business plan proposal based on the mentioned value chains. The proposal was presented before the officials of the Agricultural Sector for Development and Support Program (ASDSP) Makueni county officials and KHYG emerged as the winner due to their well-developed business proposal and pitch. This cash award was invested to scale out the production of green grams from half a tone to 2.4 tones as compared to 2016.

KHYG monthly balance (US \$ from April-August 2017).

<b>KHYG balance</b>	<b>US \$ per month</b>
<b>Group costs</b>	
enterprise	1098
outreach	882
coordination	293
<i>Total costs</i>	<i>\$2273</i>
<b>Group revenue</b>	
production	625
marketing	539
services	208
<i>Total revenues</i>	<i>\$1372</i>

### Strengthened Partnership with University of Nairobi (UoN)

The partnership between KHYG and UoN was further strengthened in 2017. The University supported the team with sprinklers, to help moderate water at Kivungoni dam for the sustainability of the crops. The group also leveraged on the goodwill of the university to partner with county officials and strategic program that shares similar goals of involving youth in agribusiness.

### Volunteers from Universities assisting in the operation of (KHYG)

After the group won the \$1250USD, there was a big challenge of getting its prize since the group had smaller number of members than expected. According to the Kenyan law of groups any group should consist of at least 15 members. The group had only 8 active members by then and was about losing the prize. The team had volunteers who were supported them with little stipends to work with them in order to claim the cash prize. The group has been able to support two volunteers and three attachees since then.

## Deputy Director General, IITA visited KHYG

In 2017, Dr Kenton Dashiell visited the team in kibwezi and conducted a tour around the greenhouse facilities, water delivery system, fish ponds and, later the Kibwezi Town Depot.

### Other achievements are as follows

- Increased its revenues by half as compared to 2016
- Learnt and understood well about hatchery processes-more training and expertise on fish farming
- Completion of individual business plans and development of KHYG Agripreneur Business Pack to accommodate those business plans.



*DDG IITA, Dr Ken Dashiell and the KHYG*

## Challenges

KHYG experience numerous challenges but at the midst of all those challenges it sees and pursues many opportunities.

**Crops attack by wild animals:** the team always faces the challenge of monkeys and baboons that destroying their crops. Sometimes monkeys tear the screen houses and enter the screen house structures causing damages that result into high labor of repairs. KHYG do learn more on renovations as its members work

hard to ensure their crops are not damaged especially in the greenhouse structures.

**Inadequate funds to pursue all the enterprises:** KHYG was not able to develop / continue with the crisps processing since it requires high costs and the group's budget was minimal. KHYG had also wanted to start poultry enterprise but available funds in 2017 were minimal. Despite the challenges the group has combined efforts to ensure that it achieves maximum production from the possible enterprises.

**Understaffed and work overload:** in 2017, KHYG operated with only seven active members. The group has been so eager to add more interns but their limited budget would not support more. Nevertheless the group has remained committed with some help from few volunteers.

**Water shortage:** The Kibwezi River that the KHYG relies on dried up in the month of July 2017 and crops were heavily affected. Unfortunately the KHYG lack alternative water storage facilities to address the issue. The situation was uncontrollable and analysis shows that if the Kibwezi River is not rehabilitated there will not be sufficient water supply in the near future. KHYG struggled to sustain their crops even to an extent of digging a well but this led to little success as about 80% of crops dried up before the start of rain seasons.

While the group is not self-sufficient, it covers its enterprise costs, resulting in an average monthly profit of 12% and modest savings in the group bank account (\$2300).

### **The Way Forward**

KHYG has shown great improvement and expertise over time and has become professionals in various fields of agribusiness. While expansions in their agribusiness are in place, high level of independence is experienced and the group members show great maturity in their day to day undertakings. As a result there has been continuous revenue increment and minimized inputs hence making the operations turn into real business. The availing opportunities of creating wealth through agriculture are well felt and understood and the members are eager to initiate spin offs and initiate their own businesses and manage them appropriately with adequate funds.

## Uganda Youth Agripreneurs

### Target for 2017

- To produce high quality vegetables enough to satisfy customer demand
- Strengthen partnerships with private sector to acquire more knowledge and skills
- Community empowerment

UYA comprises of 9 members- 4 females and 5 males. The team is into production of majorly high value horticultural crops and other crops. Some of the crops produced in 2017 include; sweet pepper (red and yellow) in the screenhouse and Collard greens (*Sukuma wiki*), Green pepper, spinach, Broccoli, Maize, squash, water melon, Amaranthus among others. Due to high demands for these commodities, some are outsourced from trained farmers to meet the customer's needs. Marketing of the high value produce is done online to the high end market customers, who are willing to pay any price for quality produce.

This channel of marketing was established after a thorough market analysis where it was realized that the target customers had limited time to move to the local market place in search of produce. With past experience using this market channel, it was discovered that such customers are willing to pay any amount of money provided the products are of quality and easily accessed. However there is a need to continuously remind the customers to place their orders given their busy schedule. And also proper packaging is key to attract them, not forgetting creation of a feedback loop to respond better to customer's needs.

### Challenges

- Low prices offered for vegetables in the market was one of the challenges encountered especially while selling in the general market. This was coupled with the large number of vegetable retailers who bring their commodities in large quantities, flooding the market and ready to sell at ridiculous prices to save it from post-harvest loss.
- Demand for produce is now more than the supply. The youth in 2017 were unable to meet the request for variety of produce due to lack of access to land.

## Achievements

Using the online vegetable basket market channel where the customers place their order online and delivered to their offices, UYA has been able to reach high end market customers who have offered high prices for the quality produce offered. In fact, year 2017 registered an extended number of customers from different office locations (4 offices) apart from CGIAR offices, yet some old customers ordered double or more of the request when compared to 2016.

The increase in the client base is attributed to the different marketing strategies employed including; advertisements during public events organized by different organizations, quick response to customer feedback, provision of a variety of quality products, and provision of recipes that has motivated the clients to try different products which they had no prior knowledge. The team is deliberate on being reliable and standing together as a team. They have also taken pride in maintaining good working relations with our customers and other farmers.

Packaging of the product has also improved after a project sponsored by PAEPARD – FARA which offered free training to the youth on how to add value in different areas. This training was jointly conducted by Farm Gain Uganda, Uganda Christian University (UCU) and Scientists from Makerere University's Faculty of Agriculture



*A complimentary sample of packaged vegetable for delivery*



Following an increase in customer demand, outsourcing was done from community farmers who were trained to produce quality produce. A farmer's database was created to this effect and these farmers have continuously supplied UYA with the extra vegetables and even other commodities to provide the client with variety of options. This new system has enabled the online vegetable basket to maintain a constant supply to its clients.

## Implications

- The implication of this technique is that the customer/client base will increase leading to increase in revenue for expansion of operation.
- The experience and lesson learned will bring new ideas for better expansion and sustainability of the business.
- Maintaining a feedback loop with customers will help improve the service delivery and also create a good customer relation with the clients

## Partners

- UYA in 2017 enjoyed the support and partnership of institutions like;
- International Institute of Tropical Agriculture (IITA)
- Makerere University
- Farmgain Africa
- Uganda Christian University
- Busitema University
- World Vegetable Centre (WorldVeg)
- Mukono district local government
- Agromax
- World Venture opportunity
- Simlaw seeds
- Forum for Agricultural Research in Africa (FARA)
- PAEPARD
- Swedish University of Agricultural science (SLU)

## Other important things to note

The team acquired some trainings including; Business plan development, pest and weed control facilitated by Dr Nambatya Florence in partnership with World



Ventures Association. They were also trained on greenhouse production and exchanged knowledge with youth from some universities like Uganda Christian University (UCU), Busitema Universities and SLU.

Demonstration plots were established with the help of Healthy Seedlings, a project under IITA. The intension is to help identify good yielding tomato varieties that will be out-scaled.

Despite some achievements, the team in 2017 encountered challenges which includes;

- Inadequate water supply in the greenhouse during the dry season
- Limited capacity building in areas of interest
- Difficulty in accessing funds
- Transportation is another challenge, due to expansion of the on-line market, more transport facilities are required, although UYA has a tricycle which is used for outsourcing from trained farmers and quicker supply of vegetables to various offices.

### **Plans for 2018**

- Acquire two or more Greenhouses so as to increase production and to produce all year around
- Recruiting more members
- Registration as a limited company which is ongoing Creation of more revenue streams.

## Highlights for 2017

### Agribusiness Development Outcomes

The major highlight of the youth in agribusiness office for 2017 was the launching of five businesses relating to poultry raising, snack production, seed production fish processing and cowpea & yam packaging. These businesses include;

**Frotchery Farms Limited:** This business specializes in the production of high quality smoked fish for supermarkets, restaurants and hotels. The business is operated by Yusuf Babatunde, Ngozi Chituru and Oni Hammed. It is located in the city of Ibadan, Nigeria. It uses the smoking kiln technology for dried fish product that is produced and well packaged. The product is already being produced on a small scale and has established a strong customer base.

The business has achieved a revenue of N3,707,560 and processed over 4.5tonnes of fresh catfish since start up while developing strategies to increase existing market. The business expects for Frotchery farms has projected that it will process 36.6tonnes of fresh catfish resulting in average monthly sales of 2-4million naira and create direct employment for at least two additional youths for 2018.



*Dr Sanginga at Frotchery Farms Limited during a backstopping mission to IYA spin-offs*

**Gracevine Foods:** this is owned and managed by Idowu Abosede It adds value to agricultural produce by processing and marketing three products; Clean Beans, powdered Beans and Yam Flour. The business has engaged the services of three young employees. This enterprise conducts business in Niger State and maintains another distribution office in Ibadan, Oyo State.

Since existence the business has produced 3.5 tons of its product with a generated revenue of N774, 030 with a 23.4% profit percentage. Furthermore, the business in 2018 is projecting a 25% increase in production totaling 12.25 tons of product and a revenue of N2,400,000 with at least 3 distribution channels established.



*Bose Idowu (2nd from right) with some of her staff displaying her products*

**Topnotch Poultry:** This business produces broiler chicken it is located in Ibadan. It is owned and managed by Oginni yetunde, Ojerinde Hammed and Agbotoba Ibukun. The team were able to attract the interest of an angel investor who has invested some funds in the operation of the business.

**TAC farms:** The business produces improved certified maize and soybean seeds. It is located in Zaria, Kaduna State and operated by Mustapha Quadri. It has access to improved crop varieties developed by IITA.



*Bags of harvested maize from TAC farms*

### **TOFAN Foods**

Tofan foods is a partnership of 2 young men and a lady trained by IYA, The start-up situated in Ijebu-Ode, Ogun State, produces a crunchy snack called “Tidbit Delight” made from High Quality Cassava Flour and Cowpea. Market acceptability is a serious challenge as start-up. Hence, Tofan is working on improving its marketing and promotional strategy or diversify into another product to penetrate more market for profitability and sustainability.



*TOFAN team at their factory*

Similar efforts are underway in Kenya where eight business plans involving 11 youth seeking \$340,000 are under development.

In DRC, eight agribusiness plans are being finalized and this requires about \$1.7 million in loans and projects \$7.8 million in revenue. Fish cages, poultry and mushroom production was launched in April 2017 and additional business plan development is ongoing.

### **Short- and Longer-term Goals**

IYA has a focused vision for youth in agribusiness and sees its progress in terms of both short-term strategy and longer-term targets. It is envisaged that IYA will provide leadership roles and services to Agripreneurs across Africa, developing collaborative programs that advance youth agribusiness skills, and improving both agribusiness opportunities and the creditworthiness of youth. Better realizing these goals starts with reforms within IYA as a multi-tasking service provider to Agripreneur groups across Africa. These services include advocacy, fund raising, communications and training. No longer will agribusiness incubations be based within the Ibadan HQ, rather pilot enterprises will be positioned elsewhere with technical and logistical backstopping. AfDB ENABLE Youth Program is off to a slow start but ultimately it will provide loans to member countries toward developing national youth agribusiness programs, and will do so in partnership with IITA. Many of the principles pioneered by the Agripreneurs will become incorporated into the curricula of universities and vocational schools. The positive examples set by young entrepreneurs will prompt commercial lenders to establish youth business programs and the public and private sectors establish Youth Agribusiness Parks. Agribusinesses intended to provide self-employment for their founders will grow and provide decent jobs within a transforming agricultural sector.