

Aquaculture



Growing the Aquaculture Sector:

Aquaculture Service Providers (ASPs) & Inputs Companies

The African catfish is a fast-growing farmed fish species in the Niger Delta. Catfish farming is common in the Niger Delta due to the fish's easy to rear nature, unique taste and high nutritional value. Catfish delicacies are increasingly popular in Nigerian homes, restaurants and hotels. Many however ventured into the business without having access to experts in aquaculture that can assist in building their technical capacity for increased productivity. As a result of this, there has been an increase in demand for the services of ASPs in different locations. "One challenge was that I did not even know how to feed them well and then how to

measure their weight before selling and their health conditions. I did not really have an idea of it. Also, record keeping was a challenge" said Linda Okparaeke, who ventured into fish farming without any form of training. "The capital I used in investing in it, I did not get it. That was about 60,500 naira. Because of the lack of knowledge and how to take care of them, most of them died".

In 2018, 38 ASPs built capacity of fish farmers in pond management practices on how to prepare pond before stocking, including cleaning, liming and fertilizing; how to control predators and competitors in the pond; checking pond water quality parameters; feeding the fish,



Fish pond netting and Pipping


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maintaining an improved pond environment, performing health checks on the fish and how to manage pond environment problems. During the year, the ASPs deepened their relationships with other businesses like the fish feed companies and feed retailers operating in the region, which brought about new business opportunities and partnerships.

For example, Grand Cereals Limited, one of the leading fish feed manufacturer partnered with 10 ASPs to reach 2,007 fish farmers in the riverine communities in Bayelsa and Ondo State with training in best pond management practices and use of fish feed.

"Before I met PIND I was doing humanitarian services, - so I just offered my training for free," said Bassey Jacob, an ASP who raised his profit to up to 80 percent following training and linkages provided by PIND. "After PIND, my profit margin has improved by 80%. Now I train farmers, and they pay for it, and they enjoy the service. Sometimes I give free services as incentives, but at the end of the day, I have products that they would pay for which implies my services and my time would not be in vain. My customer base has increased over 60-80% after my contact with PIND. Why? Because I received high-class training and then, I implemented the training to myself first and then to my business. So that has helped in the increasing trend in my business."

As PIND-trained ASPs continue to sell services to new and existing fish farmers on improved agriculture and business practices, there has been a reduction in the human capacity gap in aquaculture as 3,800 fish farmers reported an increased income in 2018. As the ASPs' services expanded based on demand, their activities brought increased investments in the catfish aquaculture value chain, and they are now recruiting other ASPs to support their businesses. 16 ASPs are already working with 20 new Trainee Service Providers in other to meet the increasing demand for human capacity development in the sector.



FACT BOX

2018: Aquaculture

- 4,416 fish farmers reached with training on best pond management practices demonstrations and training
- 3,800 fish farmers (female: 1,976) reported increased income in 2018, surpassing the 2018 target of 2,500 fish farmers
- 38 ASPs are expanding their services to fish farmers
- 1,849 jobs created, surpassing the 700 jobs target for 2018
- ₦GN 140,612,000 (\$401,748) investment leveraged into the aquaculture sector