



CASSAVA

# Monitoring & Evaluation Report

Quarter Four :  
October - December 2020





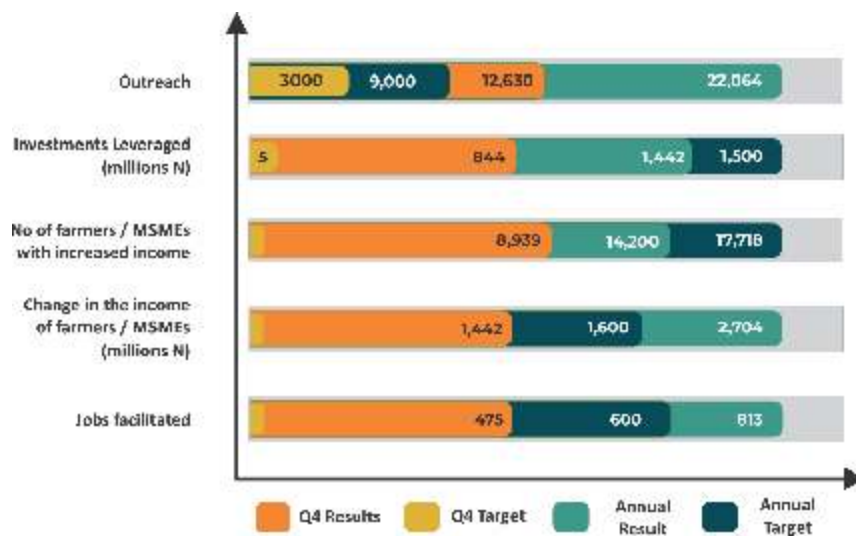
The cassava value chain project aims to improve the productivity and incomes of farmers in the cassava sector. This is achieved by incentivizing partners to invest in activities that will improve access to information and quality inputs as well as markets for cassava farmers. Over the years PIND has partnered with key market actors like input companies and agro-dealers to embed demonstrations and training into their marketing and sales models. These partners have continued to report increased sales turnover as a result of this collaboration. PIND has also onboarded a new set of market actors, farm service providers who continue to provide much-needed support to farmers across the region

In 2020, PIND planned to reach 9,000 farmers directly through interventions/activities in the cassava sector

and expand access to improved stem varieties to farmers through strengthened collaboration with the agricultural research institutes, to onboard and train Village Seed Entrepreneurs (VSE) in the region. Through these activities, cassava farmers are expected to increase their incomes and jobs in the sector.

In Q4 2020, PIND focused on expanding demonstrations and training activities to enable farmers take advantage of the late planting season to ameliorate the impact of the COVID-19 pandemic which disrupted planting activities in the previous quarter. Also in the reporting period, there was a successful launch (virtual) of a collaboration between the BASICS II project funded by Bill and Melinda Gates Foundation. The launch followed the signing of a tripartite MoU between the International Institute for Tropical Agriculture (IITA), the National Root Crops Research Institute (NRCRI), and PIND. The MoU seeks to onboard 80 new Cassava Seed Entrepreneurs (VSEs) to improve cassava seeds system in the Niger Delta region.

Figure 2. Performance status of cassava interventions as at Q4 2020 - there was no quarterly target for impact indicators in Q4



### Expanding outreach on good agronomic practices to more farmers

This quarter provided farmers the opportunity of utilizing the late planting season also known as dry season farming to cultivate their plots.

To bridge the information needs of farmers in the wake of the pandemic, agro-dealers and farm service providers trained by PIND leveraged their proximity

to farmers to provide various services to the farmers including training and demonstrations, and the sale of agro-inputs i.e. crop protective products such as fertilizers and improved stem varieties. Through the activities of the input companies, agro-dealers and farm service providers, 1,830 farmers (1,012 females) were reached across various locations in the region in Q4 2020 (Figure 2). This brings the total outreach to 11,264 in 2020 for direct farmers only.

Table 3 presents the distribution of Q 4 outreach activities.

Table 3. Distribution of new outreach activities in Q4 2020

	Abia	Akwa Ibom	Bayelsa	Cross River	Delta	Imo	Ondo	Total
Number of plots established	0	5	0	5	0	10	0	20
Lead input company working	Golden fertilizer	Indorama	Saro	Saro	Saro/CHC Organic	Golden fertilizer	Saro	
Number of agro dealers/FSPs working	2	6	2	13	2	17	8	50
Number of farmers reached	65	404	0	436	324	550	51	1830

### Indirect cassava farmers' outreach

In addition to the direct farmers outreach, the cassava sector recorded several indirect famers who copied improved practices from the direct adopters. This is being estimated for the whole year in the current quarter. In 2020, a total of 10,800 indirect farmers copied improved practices from direct adopting farmers. This was computed using the multiplier copying ratio of 2:1, reported by 51% of the direct participants obtained from the outcome monitoring. The total direct and indirect cassava farmers reached in 2020 is 22,064 which surpassed the annual target of 16,200.

### Improving farmers' access to quality cassava stems through VSEs

The Village Seed Entrepreneurship (VSE) program is designed as a market-based approach to enable smallholder farmers access a consistent supply of high yielding, disease-resistant, and disease-free seeds. This became necessary to bridge the gap between research institutes (IITA/NRCRI) who constantly develop improved stem varieties and farmers who are searching for better planting materials.

Within this quarter, the trained VSEs under the tripartite agreement received foundation stems from Umudike seeds - the foundation seeds production outfit set up by the NRCRI. These VSEs working in line with the model have gone ahead to set up multiplication plots and organized step-down training

across their various clusters. A total of 2,000 farmer s participated in step-down training organized by VSEs in Abia, Akwa Ibom, Delta and Imo States this quarter.

### Improving productivity and income of farmers through the adoption of improved practices

Cassava farmers in Q4 2020 continued to adopt the improved practices from the various demonstrations and training programs. They are expected to experience improved productivity and income. The 2020 adoption rate obtained from the outcome monitoring of cassava post training behavior was 94%, resulting in 1,720 farmers who adopted in Q4 2020. These farmers recorded higher gross margin compared with the non-benefitting farmers. Applying the multiplier on 1,720 farmers with higher gross margin on an average farm size of 0.85 hectares, the projected income of the adopting farmers in Q4 2020 was 244,671,408 Naira at an average of 142,250.82 Naira. This brings the total estimated income for 2020 direct farmers to 1,505,999,312 Naira by 10,588 direct adopting farmers (Figure 2).

Similarly, the copying farmers are expected to experience improved productivity and income. The sector recorded 10,800<sup>16</sup> copying farmers, overall in 2020, with a projected income of 1,198,173,053 Naira, at an average of 110,943 naira per indirect farmer.

<sup>16</sup> Overall copying farmers for 2020 are just being reported in Q4 2020.



Summarizing the 2020 annual income of the 22,064 (direct and copying) farmers, the total projected income in the cassava sector is 2,704,172,365 Naira, which surpassed the target of 1.6 Billion for the year.

#### Creating opportunities for farmers to create jobs

In the current quarter, it was observed that the 1,720 cassava farmers that adopted improved practices within the quarter, had to intensify production activities, and as a result these farmers at various times engaged the services of persons (65 FTEs) to provide support in land clearing, tillage, planting of stem, application of fertilizers, weeding and other field activities. Adding 411 indirect farmer's jobs recorded, the total FTE in Q4 totaled 475 FTE. The 2020 overall full time equivalent jobs created by both direct and indirect beneficiaries was 813<sup>17</sup> FTEs - (402 FTEs – direct participants), and 411 FTEs - created by 10,800 indirect farmers), surpassing the target of 600 jobs set for the year (Figure 2).

#### Exploring opportunities for partnership for the establishment of out-grower/Cassava aggregation programs.

Farmers face challenges in bulk-selling their cassava products and as a result, are forced to sell in local markets that have low capacity to absorb large quantities. Demand and price fluctuation in the local markets are common features that ultimately lead to low profitability of cassava farming.

To address this, PIND in the previous quarters, had engaged both SAEL Global Ltd. which is interested in establishing a Cassava out-growers' scheme in Edo state on 1,000 ha of land (to benefit 200 farmers), and Dufil Nigeria Limited, which is interested in a cassava aggregation program to guarantee the supply of cassava roots from farmers in Delta state to their new cassava processing factory in Edo State. The goal was to support effective linkages between these processors (who are bulk buyers) and farmers (who are looking for markets through the establishment of out-grower/Cassava aggregation schemes).

Within the reporting period, PIND successfully identified farmer groups and facilitated the identification of land for the scheme. The program is also expected to leverage the Central Bank of Nigeria (CBN) 5-star cassava project<sup>18</sup> to provide funding for the participating farmers while SAEL Global will provide the initial investment in opening up the land for the scheme. Several meetings and engagements were held this quarter with the different stakeholders including the farmer groups, the CBN Development Finance department, and the Ministry of Agric officials in Edo state.

<sup>17</sup> In Q3 2020, 890 FTEs was reported for direct farmers in error, as opposed to 337 FTEs. The 2020 cumulative FTEs for both direct and indirect farmers after the recalculation is 813 FTEs.

<sup>18</sup> The CBN 5 star program is designed to support farmers with high-quality input and mechanization to achieve a yield target of 30Tons/ha with each participating farmer cultivating 5ha each