



Monitoring & Evaluation Report

**Quarter Four:
October - December 2020**

About PIND Foundation

PIND works closely with its local partners to provide strategic guidance to implement shared programs in the Nigeria's Niger Delta, to build peace and equitable economic development.

We believe that the path to prosperity is built on opportunity. Together with our implementing partners, we help to break the cycle of poverty and conflict by creating strong and stable communities in Nigeria's Niger Delta.

Chronic poverty and violence have held back far too many people living in the Niger Delta. Despite an abundance of natural resources, millions of people lack essentials such as clean water, electricity, education and the opportunity to build a better life. We are working to change this.

PIND harnesses the power of the private and public sectors to help alleviate poverty and instability in Nigeria's Niger Delta through collaborative, market-based solutions that are community-owned and implemented. Our work focuses on building economic opportunities, mitigating conflict and developing an environment conducive to progress and stability.

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Abbreviations and acronyms

ACAI	African Cassava Agronomy Institute
ACLED	Armed Conflict Location and Event Data
AGSMEIS	Agri-Business/Small and Medium Enterprise Investment Scheme
BASIC II	Building an Economically Sustainable, Integrated Cassava Seed System II Project
BEAM	Building Effective and Accessible Markets
BMP	Best Management Practices
BRACED	Bloc of Bayelsa, Rivers, Akwa Ibom, Cross River, Edo and Delta States
BMP	Best Management Practices
CALM	Computerized and Automated Leather Manufacturing
CBN	Central Bank of Nigeria
CIEPD	Community Initiative for Enhanced Peace and Development
CNL	Chevron Nigeria Limited
Covid-19	Coronavirus Disease 2019
CXO	Chief Experience Officer
CWC	Central Working Committee
DFID	UK's Department for International Development
DPGG	Development Partners Group on Gender
EGCDF	Egbema-Gbaramatu Communities Development Foundation
ESMAP	Energy Sector Management Assistance Program
EWER	Early Warning and Early Response
FIDA	International Federation of Women Lawyers
FISON	Fisheries Society of Nigeria
FHI	Family Health International
GAP	Good Agricultural Practices
GBV	Gender Based Violence
GDP	Gross Domestic Product
GEEP	Graduate Employment Enhancement Program
GIZ	German Development Agency
GMoU	Global Memorandum of Understanding
ICIR	International Center for Investigative Reporting
ICT	Information and Communication Technology
IITA	International Institute of Tropical Agriculture
IMF	International Monetary Fund
IPDU	Integrated Peace and Development Unit
IWD	International Women's Day
kg	Kilogram
kW	Kilowatt
LGA	Local Government Area
LSETF	Lagos State Employment Trust Fund
M&E	Monitoring and Evaluation
M4P	Making Market Work for the Poor
MADE	Market Development Project
MPS	Media Planning Services
MoU	Memorandum of Understanding
MSME	Micro, Small and Medium Enterprise
MTEF	Medium-Term Expenditure Frameworks
NAEC	Nigerian Agricultural Enterprise Curriculum
NAFDAC	National Agency for Food and Drug Administration and Control

NAO	National Audit Office
NASC	National Agricultural Seed Council
NBS	National Bureau of Statistics
NCD	New Cattle Disease
NCDC	National Center for Disease Control
NDPI	Niger Delta Partnerships Initiative
NDYEP	Niger Delta Youth Employment Pathways
NEEWS	Nigerian Election Early Warning System
NESP	Nigeria Economic Sustainability Plan
NESP	Nigerian Energy Support Programme
NGN	Nigerian Naira
NGO	Non-Governmental Organization
NIRSAL	Nigeria Incentive-Based Risk Sharing System for Agricultural Lending
NRCRI	National Root Crops Research Institute
NSRP	Nigeria Stability and Reconciliation Programme
P4P	Partners for Peace
PIND	Foundation for Partnership Initiatives in the Niger Delta
PPE	Personal Protective Equipment
PSN	Peace and Security Network
PSR	Participatory Strategic Review
Q1	Quarter 1
Q2	Quarter 2
RDC	Regional Development Committee
RMI	Rocky Mountain Institute
SACE	Strengthening Advocacy and Civic Engagement
SCALE	Strengthening Civic Advocacy and Local Engagement
SDG	Sustainable Development Goal
SME	Small and Medium Enterprise
SPV	Special Purpose Vehicle
tons/ha	Tonnes by Hectare
TMG	Transition Monitoring Group
TV	Television
UK	United Kingdom
USA	United States of America
USAID	United States Agency for International Development
VFM	Value for Money
VAWG	Violence Affecting Women and Girls
VLD	Village Level Dealers
VSE	Village Stem Entrepreneur
WANEP	West Africa Network for Peacebuilding
YTD	Year to Date
ZAL	Zigha Ayibakoro Limited

Background

The Foundation for Partnership Initiatives in the Niger Delta (PIND) is a Nigeria-based non-profit foundation providing support for socio-economic development programs in the Niger Delta region of Nigeria. PIND is the Nigerian counterpart of the United States-based Niger Delta Partnerships Initiative (NDPI) Foundation Inc. that was established by Chevron Corporation in 2010. Initial funding by Chevron was \$50 million over a five-year period from 2010 to 2014 to which NDPI and PIND were able to bring a further \$50 million from donor partners including bilateral and multi-lateral aid donor agencies, Federal and State government agencies in Nigeria, private companies, and foundations. A third five-year phase of funding commenced at the beginning of 2020 and will last until the end of 2024.

PIND's goal is to act as a catalyst for the establishment of an enabling environment for socio-economic growth in the Niger Delta region, through sustainable multi-stakeholder partnerships. The goal of these partnerships is to reduce poverty and increase welfare benefits as well as reduce conflict by implementing interventions that result in stability and equitable increase in employment and incomes of beneficiaries in nine target States: Abia, Akwa Ibom, Bayelsa, Cross River, Delta, Edo, Imo, Ondo and Rivers. To deliver on this goal, PIND tries to understand the root causes of economic instability, conflict and fragility concerns in order to forge community owned, market-driven, sustainable results.

PIND activities fall under two distinct but interrelated program areas:

1. An **economic development program** focused on generating opportunities for pro-poor market development and employment generation.
2. A **peace building program** that strengthens conflict resolution mechanisms for enabling integrated peace and economic growth.

An additional set of initiatives have also been designed to support, enable, measure and communicate the results and achievements of the 2 core pillars of Economic Development and Peace Building. These include:

- o **Capacity Building** that builds the service delivery and engagement capacity of business membership organizations, civil society organizations and communities.
- o **Advocacy** that seeks to influence policies, practices and programs underpinned by in-depth analyses and understanding of systemic constraints to growth in the Niger Delta region.
- o A robust **communications** and outreach effort that enhances PIND's reputation through clear and consistent messaging via multiple channels, of its unique selling points, transformative approaches, impacts and learning

STRATEGIC PLAN TARGETS

For the third phase, PIND Foundation aims to achieve the following targets:

1. Expand program benefits to 150,000 farmers and small-scale enterprises to increase their income by 40%.
2. Facilitate the creation of 20,000 new jobs of which 50% will be youth and other vulnerable groups.
3. Deliver economic benefits to 10,000 people in GMoU communities through job creation and income generation interventions and facilitation of clean energy.
4. Strengthen the effectiveness of 5 regional development committees as grassroots development organizations in the GMoU/coastal communities.
5. Enable active engagement of 5,000 peace actors in conflict mitigation and reduction and positively affect up to 3 million individuals with peace building interventions.
6. Influence US\$ 25 million spend by donors, federal and state governments in new projects that reduce conflict and poverty in the Niger Delta; and
7. Raise US\$ 6.5 million from private sector and donor community for PIND programs.

Introduction: 2020 Q4 M&E Report

The fourth quarter (October – December 2020) report, is intended to serve three purposes that are linked to the needs of key stakeholders:

The Sponsor: That is, Chevron – to keep them informed on program results, established the business value of the investment in PIND, showcase the causal link between PIND impact and a peaceful and more stable operating environment.

Program Implementers: That is, Niger Delta Partnership Initiatives (NDPI) and PIND, (including the Boards of both organizations, Monitoring and Evaluation (M&E) committees, Partners, and Program Managers) to keep all parties aware of project achievements and constraints, share lessons learned and seek deeper level of collaborations.

Donor/Project Partners: These include – United State Agency for International Development (USAID), UK's Department for International Development (DFID), German Development Agency (GIZ) and Ford Foundation, to share successes and challenges for learning and for further collaborations.

Executive Summary

This report details the achievements of PIND’s investment portfolios in the Niger Delta from October – December 2020 (Quarter 4 of 2020). It highlights achievements from the interventions by different program areas including relevant information on program management, lessons learned, and plans for the next quarter. The report demonstrates that the program interventions have been very successful in meeting most set targets and this has triggered change in the overall climate for broad-based economic growth in the Niger Delta despite the economic slowdowns driven primarily by the Covid–19 pandemic and conflict. Such success was made possible through resilience and creative and innovative measures undertaken by PIND functionaries.

PIND’s activities are designed to promote and sustain a culture of learning and adaptation to build a process by which evidence plays a greater role in determining policy direction and programs in economic development, peace building, advocacy, and capacity building of both government institutions and civil societies in the Niger Delta. PIND made significant progress in its approach and initiatives in this quarter.

PIND’s market development projects continue to demonstrate progress towards systemic change. For instance, during the quarter, 22,229¹ farmers and agripreneurs were empowered to improve their productivity and income in a sustainable manner. Also, a cumulative of 52,401² farmers and small businesses (more than 39% of them being women) adopted innovative business models (improved access to inputs, climate-SMART technologies and best practices), recorded a combined net income of 11.4 billion Naira between January and December 2020, and created 9,812 new jobs within the same period.

PIND also in Q4 2020, incentivized private investors and participating farmers to invest 1.41 billion Naira³ to implement good agricultural practices, technological innovations, purchase inputs and other capital expenditures. Between January and December 2020, 10.02 billion Naira was invested by these entrepreneurs. Majority of the investments (6.7 billion Naira) were equity investments by farmers and small-scale businesses, while 32% (3.3 billion Naira) was debt financing from banks and government institutional funding assistance schemes.

PIND continues to work with State governments, the private sector, TVET institutions and local partners to improve the quality of capacity building and vocational training and to expand access to financial services for entrepreneurs. In this quarter, 1,416 youth in Abia, Akwa Ibom and Rivers States were equipped with in-demand technical skills and competencies to prepare them for the world of work in paid employment, internships or entrepreneurship. 807 of them transitioned into waged employment. From January to December 2020, PIND connected 1,288 young job seekers to dignified and fulfilling work, out of 2,887 who had improved skills.

Additionally, PIND played a significant role in catalyzing the market for low-carbon, low-cost solutions that offer high-quality energy access to coastal communities. Community-centered initiatives that PIND has led, including the environmentally-friendly solar energy mini grids and solar-powered cold rooms have addressed the challenges of energy access directly via an improved off-grid energy access to the poorest populations and businesses that operate in under-served or off-grid communities in the Niger Delta. Over 3,395 persons from 461 households and 595 businesses gained access to electricity supply.

Shifting its strategy from building the membership of the P4P Network to intensely activating the thousands of peace actors already signed up to deepen their work in peacebuilding and tackling conflict situations in their communities, PIND assisted 702 peace actors to apply skills that are necessary in acting faster when conflict occurs, which led to 147 emerging conflicts being mitigated in different locations⁴.

¹ The Q4 outreach had direct outreach of 8,834 and indirect outreach of 13,395 farmers/MSMEs.

² 52,401 adopting, was out of the 2020 annual outreach of 59,710 direct and indirect participants.

³ Q4 equity investment was 1,410,083,368 out of which 518,500,000 was loan

⁴ In q3, the 195 peace actors and 547 actions taken reported was in error. The correct figure as at Q3 was 547 peace actors, and 103 actions taken.

Summary of progress against 2020 targets

The summary snapshot below presents a view of progress against PIND's 2020 target as at Q4 (year-to-date).

Economic Development Program Indicators	2020 Targets	2020 Results
Outreach	52,500	59,710
<i>Aquaculture value chain</i>	4,300	4,193
<i>Cassava value chain</i>	16,200	22,064
<i>Cocoa value chain</i>	10,000	10,899
<i>Palm oil value chain</i>	13,000	13,524
<i>Poultry value chain</i>	6,000	5,133
<i>MSME development</i>	2,500	3,897
Change in farmers/MSME productivity or sales	30,400	38,449
<i>Aquaculture value chain</i>	2,000	1,524
<i>Cassava value chain</i>	14,200	17,718
<i>Cocoa value chain</i>	4,000	7,036
<i>Palm oil value chain</i>	6,500	8,555
<i>Poultry value chain</i>	3,000	2,202
<i>MSME development</i>	700	1,413
Net attributable income change [Naira value]	₦6.3 billion	₦11.4 billion
<i>Aquaculture value chain</i>	₦400 million	₦534.9 million
<i>Cassava value chain</i>	₦1.6 billion	₦ 2.7billion
<i>Cocoa value chain</i>	₦200 million	₦1.3 billion
<i>Palm oil value chain</i>	₦2.6 billion	₦3.1 billion
<i>Poultry value chain</i>	₦1 billion	₦1.7 billion
<i>MSME development</i>	₦ 500 million	₦1.9 billion
Net attributable income change [% change]	40%	76%
New jobs facilitated	4,843	9,812⁵
<i>Aquaculture value chain</i>	750	932
<i>Cassava value chain</i>	600	813 ⁶
<i>Cocoa value chain</i>	400	936
<i>Palm oil value chain</i>	1,000	2,689
<i>Poultry value chain</i>	750	1,001
<i>MSME development</i>	600	3,442
<i>Access to energy</i>	200	97
<i>Skills development for youth employment</i>	543	672
Value of investments by public and private sectors [Naira value]	₦ 4.05 billion	₦10 billion
		₦6.7 billion equity
		₦ 3.3 billion debt financing
<i>Aquaculture value chain</i>	₦200 million	₦1.6 billion
<i>Cassava value chain</i>	₦1.6 billion	₦1.4 billion
<i>Cocoa value chain</i>	₦50 million	₦628.2 million
<i>Palm oil value chain</i>	₦100 million	₦1.9 billion
<i>Poultry value chain</i>	₦600 million	₦1 billion
<i>MSME development</i>	₦1.5 billion	₦3.3 billion
<i>Access to Energy</i>	₦60 million	₦79 million
Women's empowerment in agriculture index (WEAI)	0.2 score	Yet to evidence
Adoption of PIND's model for youth job readiness	3	2
Youths with applicable skills for employment	3,172	2,887 ⁷

⁵ The total for MDP only, excluding A2E and NDYEP

⁶ In Q3, 890 FTE job was reported in error under cassava, and is now corrected for the overall 2020 results to 813 FTE

⁷ 2991 was reported as at Q3 in error and is corrected at the end of Q4 2020

Change in market sector	1 case study report	4 ⁸
Change in GMoU communities	1 case study report	Yet to evidence

Peace Building Program Indicators	2020 Targets	2020 Results
Stakeholders with applicable skills in conflict management	150	211
Stakeholders utilizing PIND's peace data and analysis	3,000	3053
Peace actors taking action to mitigate conflict	700	702
Quality actions taken to mitigate conflict	60	147
Population that feel safe in the area they reside	2%	Yet to evidence

Coastal Community Development Indicators	2020 Targets	2020 Results
<i>Access to Energy</i>		
Businesses with access to clean energy	300	595
Households with access to clean energy	700	461
People with access to energy technologies	2,000	3,395
Cost savings via access to energy technologies	₦10 million	₦12,378,800
<i>RDC Capacity Building</i>		
Net change in capacity index of RDCs	2.4 (average score)	Intervention yet to start
Organizations accessing funds/grants	3	5
Total value of funds raised with PIND's support	₦30 million	₦120.5 million
GMoU organizations providing improved services to their beneficiaries/Communities (RDCs and implementing Partners).	8	11

General Enabling Program Indicators	2020 Targets	2020 Results
<i>Advocacy</i>		
Total value of public spending	₦ 720 million	₦ 40 million
Total value of private investment	₦ 0 million	₦127Million
Total value of investments in energy solutions by public and private sectors	₦ 60 million	₦79 million ⁹
Change in policy in relation to multiple taxations on small-scale businesses	Qualitative description of progress	Too early to evidence
Level of responsiveness that facilitate access to land by smallholder farmers	Qualitative description of progress	Study done, disseminated, Stakeholders mapped
Change in policies and strategies conducive for building peaceful / non-violent society	Evidence of coherence and coordination of interventions	Study done, disseminated, Stakeholders mapped
<i>Business Development</i>		
Funds raised from other sources for PIND's programs	₦ 540 million	₦0
<i>Communications</i>		
Forums to share PIND's work and lessons from implementation	15	26
Public endorsements of PIND's work	20	33
Media reports with PIND mention	150	95
Level of awareness of PIND and its programs:		
Newsletter subscribers	100	249
Website new visitors	52,020	50,930
Social media reach	306,000	875,799
Mainstream media reach	4 million	3,085,755 ¹⁰
Email enquiries	169	506

⁸ # of published analysis illustrating demonstrable evidence of what works and what does not for young employment creation and entrepreneurship development

⁹ ₦18,000,000 - private investment for a 19kW Energy Cabin in Obe-Jedo; ₦21,000,000 - A4&T investment in a hybrid mini grid in Lomileju, Ondo State; ₦40,000,000 - Investment from the Ilaje RDC towards installing two energy cabins at Awoye and Odofado community

¹⁰ 3,903,041 was reported in error, and now corrected to 3,085,755, Also email enquiries was corrected from 484 to 374

1. Context Analysis

1.1 Socio-economic environment

In 2020, Nigeria was expected to experience its deepest recession since the 1980s due to COVID-19-related economic disruptions, notably lower oil prices and remittances, enhanced risk aversion in global capital markets, and mobility restrictions. According to the NBS, Nigeria's gross domestic product (GDP) was projected to contract by about 4 percent in 2020, and will grow modestly by 1.1 percent in 2021.

After a marked drop in gross domestic product (GDP) due to the Covid-19 fallout and low energy prices, Nigeria's headline inflation rose from 13.7 percent in September to 15.75 percent in December 2020. The uptick is largely reflected through the increase in the food component. It is the highest increase in food inflation since November 2019, pressured due to floods, a weaker Naira, clashes between herders and farmers, and several others.

Nationally, with the rate of economic growth remaining below the population growth rate, per-capita incomes would continue declining and better full-time jobs will become much harder to find. For Niger Delta residents, the angst against the hike in the cost of electricity and fuel resonated, especially with

the economic crunch brought about by the ongoing COVID-19 pandemic. Inevitably, this hike would increase the high cost of living i.e. cost of transportation, food stuff and other basic amenities.

Rising to the challenge, PIND is intensifying its partnerships drive in Economic development, Energy, and Peace Building to demystify the pathway to recovery of economic growth and safety space in the Niger Delta; stimulating businesses to work better for the poor, and providing information that will build resilience in the era of the "new normal-the virtual world".

1.2 Security

The quarter witnessed unprecedented criminalities across the region presumably due to socioeconomic activities that are common during the festive periods. Reports of kidnappings, cult related killings, and robberies on the highways became predominant. The entire quarter was marked by apprehensions and overall caution relating to post elections violence in Edo and Ondo States respectively.

To mitigate the impact, PIND regularly reviewed and revised scenario plans, working closely with partners and following advisory from the PIND Security Manager.

2. Economic Development Program

The economic development program comprises of three projects: Market Development, Access to Energy, and the Niger Delta Youth Employment Pathways (NDYEP). The overarching objective of the program is poverty reduction through increases in the number of men and women experiencing positive changes in income and attaining gainful employment. This is achieved through the facilitation of interventions with sustainable outcomes.

The market development project comprises five agricultural value chains (aquaculture, cassava, cocoa, palm oil, and poultry) and three cross-cutting interventions (access to finance, access to inputs, and business linkages). The project aims to identify binding constraints in the sectors and seek sustainable solutions that can increase the income of thousands of poor men and women.

The Access to Energy project focuses on energy efficiency and renewable including the energy cabin and solar refrigeration. While Access to Energy identifies and tests technological solutions, the market development project facilitates activities to develop market systems for uptake and adoption of such technologies.

With its priority focus on agriculture, construction, and ICT, the NDYEP project builds on the PIND economic development strategy which emphasizes sustainable interventions that result in full-time employment for youths. It is funded by the Ford Foundation and is currently implemented in Abia, Akwa Ibom, and Rivers States. The scale up interventions for this project commenced with preliminary research in July 2020.

The PIND's Economic Development Program contributes to the following global Sustainable Development Goals:



2.1 Market Systems Development

This section shows key achievements in Quarter 4 of 2020 for all initiatives implemented under the Market Systems Development project.

PIND's Market Development project supports farmers and small enterprises in key agricultural sectors in the Niger Delta to improve their productivity, leading to an increase in income and reduction of poverty. The project utilizes the market systems development approach that relies on a sound initial analysis of market systems to pinpoint the underlying causes of market weaknesses to inform the design and implementation of interventions that address the underlying causes rather than symptoms.

To ensure the sustainability of PIND's interventions, the development activities are further anchored on a service providers' model that equips local service providers with the right skills, tools, and connections to sustainably provide viable market solutions that address the root causes of poor performance by farmers and enterprises in the region. This approach was utilized to support poor farmers in aquaculture, cassava, cocoa, palm oil, and poultry. The sectors represent the most viable agricultural value chains in the Niger Delta.

To focus on growth sectors that are strategically aligned to the commercial interests of service providers and implementing partners, PIND reviewed its market systems project portfolio in 2019 and re-engineered its programming to focus on two broad categorizations of crops and non-crop agricultural value chain intervention areas. By this, partners are strategically enabled to take on the lead in program implementation in line with their incentives.

For the period under review, following the easing of inter-State border restrictions and release of new guidelines of phased resumptions of public gathering, PIND worked closely with partners and market actors to expand outreach activities to farmers albeit with strict adherence to the safely precautions and guidelines instituted to curtail the spread of the COVID-19 pandemic. PIND demonstrated strong resilience in its resolve to provide succor to the implementing partners in the following ways:

- Recommended increase use of virtual platforms to encourage networking among the service providers, who quickly adjusted to the use of virtual platform to improve communications and collaborations to deepen support to farmers;
- Linked farmers and processors to viable sources of finance and inputs in

collaboration with market actors and service providers.

- Focused on expanding demonstrations and training activities capturing the late planting season
- Farmers leveraged existing relationships established with service providers, who are close to them, to ensure sustained access to inputs needed for their farming, and several others.

As a result, 8,834 new farmers and enterprises were reached directly with information and knowledge on best practices and efficient technologies. The result represents a 117% performance against the quarter's target of 7,550. Also, the project recorded additional 13,395¹¹ indirect farmers/MSMEs in the Cassava sector and palm oil estimated to have copied improved practices from the farmers/MSMEs reached within year. It also brings the year-to-date outreach figure to 59,710 exceeding the target of 52,500 for 2020.

Table 1 provides a summary of the market development project's quarterly and year-to-date (YTD) performance as at the end of Q4 2020 for both direct and indirect participants.

Table 1. Achievement against Q4 2020 and annual targets and performance year-to-date

	Target	Achieved	Performance	RR for	Target	Achieved	Performance
	Q4	Q4	Q4 (%)	Q4	2020	2020	2020 (%)
Number of farmers/MSMEs reached	7550	22,229	294%		52,500	59,710	114%
Number of jobs facilitated	*	2,486	-		4,100	9,812	239%
Value of investment leveraged	*	N2.13 billion	-		N2.65 billion	N10.02 billion	378%
Number of farmers/MSMEs with increased income	*	12,019	-		30,400	38,449	126%
Change in the income of farmers	*	N2.75 billion	-		6.3 billion	N11.4 billion	181%

* Impact indicators are usually tracked once or twice a year, depending on sector dynamics and through assessments or surveys. As a result, they do not have quarterly targets.

¹¹ Cassava, recorded 10,800 copying farmers and Palm oil (SSPE and IHT) recorded 2,595 indirect processors and farmers not previously reported.

2.1.1 Key Achievements: Aquaculture

PIND’s interventions in the aquaculture sector focus on improving the efficiency and productivity of fish farmers and processors through improved knowledge of best fish farming practices, access to improved processing technology as well as quality input, market, and finance for farmers. The sector’s activities are driven by aquaculture service providers working with input companies, fabricators and other market actors.

In the period under review, PIND focused its activities on linking farmers and processors to viable sources of

finance and inputs in collaboration with market actors and service providers. Also, we worked with the lead market actors to accelerate the implementation of interventions that were impacted by Covid–19 incidence. Subsequently, the demonstration and awareness creation activities on the improved processing technologies were expanded to reach more fish processors in the coastal communities. PIND also worked with selected hatchery operators to produce quality fish seeds for farmers in the region and continued to oversee and track the expansion of the training on good pond management and business practices to more farmers by service providers and partner input companies.

KEY INDICATORS OF PROGRESS – SUMMARY FROM AQUACULTURE INTERVENTION Q4 DASHBOARD

Figure 1. Performance status of aquaculture interventions as at Q4 2020



Increasing outreach to and processors on better pond management practices

PIND leveraged its network of service providers to accelerate and expand outreach activities to more fish farmers and processors across the region. A total of 468 (252 Female) fish farmers and processors were reached during the quarter across seven States (Figure 1). Table 2 presents a summary of results from the implementing partners in the reporting period.

- Marich Agro Allied, a service provider based in Delta State with the support of PIND, provided capacity building training to 133 fish farmers on best pond management training and business skill training using the NAEC curriculum to build their capacity to access finance.

- Three training programs were organized by Arkshore Consult, a service provider based in Ondo State to reach 73 fish farmers with a focus on improved management practices and linkages to finance.
- ALPHAKINZO, a service provider based in Ondo state trained 100 farmers on pond management practices in the state.
- Similarly, a demonstration to promote the adoption of improved smoking technology was carried out across 4 GMOU communities in Bayelsa State with a total of 162 participants (144 females). The communities are Bisangbene, Bilabiri I, Bilabiri II and Amatu II in Bayelsa State.

Table 2. Distribution of training and demonstration activities in Q4 2020

	Delta	Imo	Cross Rivers	Bayelsa	Ondo	Total
Number of training programs	4	1	1	4	3	12
Number of service providers	2	1	1	2	2	5
Number of farmers reached	133	11	10		152	306
No of fish processors reached		-		162		162
Total						468

Facilitating linkage to finance for fish farmers and processors in the riverine community.

Lack of access to finance has continued to be a huge concern to farmers/MSMEs. This quarter, PIND provided support to female fish processors in the GMOU communities to facilitate access to finance by partnering with the Agricultural Women and Youths Entrepreneurs in Nigeria (AWYEIN), a social enterprise based in Ondo State, to provide financial literacy training to 29 fish processors in Madangho, Delta State. The aim was to strengthen them to access loans from AWYEIN credit program, which has already yielded with one of them receiving a soft loan of N150,000. PIND would continue to monitor and deepen its access to finance activities in the GMOU communities in collaboration with Sombreiro Kapital (SK)

Also, 85 fish farmers were supported with financial linkages with 43 from Bayelsa, Delta and Ondo states trained on business skills using the NAEC curriculum. They have been linked (appraised and recommended) to Sterling Bank in Edo State for a loan of about N25m in collaboration with Sombreiro Kapital. Within the reporting period about 30 has been approved, and offer letters given to the famers.

Improving access to quality fish seeds for fish farmers

The use of quality fish seeds/fingerlings is one of the major contributors to improved productivity of farmers in the aquaculture sector. In previous quarters, PIND partnered with six private hatchery operators from Delta, Ondo, and Rivers States to raise broodstock banks from the pure lines produced by the Fisheries Society of Nigeria (FISON). Two of the selected hatcheries in Ondo and Delta State tested out the broodstock, which led to the production of about 80,000 fish seeds. 50,000 of the fish seeds have

been sold out as juveniles with a total sale of 1.5 million Naira at 30 Naira/seed.

During the quarter, PIND continued to monitor the development of the broodstock and the outcomes of the various linkages facilitated with other hatchery operators and market actors. So far, all the hatcheries have started using the broodstock for the production of fish seeds. During the period, over 435,000 fish seeds were produced by five of the partner hatcheries out of which 345,500 were sold at a value of N8,637,500, an average of N25/seed. This brings the total seeds produced to 515,000 as against the 500,000 targeted for the year.

As an unintended outcome, a hatchery in Lagos (outside the Niger Delta) purchased some of the broodstock and recorded a significant result with the production of up to 250,000 fish seeds which are being sold to farmers thus expanding the impact beyond the region.

Steering uptake of improved smoking technologies in the coastal communities

The chorkor oven and smoking kiln technologies were introduced by PIND as part of the effort to improve the efficiency of fish processors in the Niger Delta region. To sustainably promote the adoption of these technologies, PIND built the capacity of masons and fabricators to enable them to produce and market these technologies commercially. PIND also worked with them and other service providers to carry out demonstrations to drive the adoption of the technologies, particularly in the Chevron's GMoU and coastal communities.

This quarter, PIND commenced engagement with the Ilaje RDC and some service providers in Ondo State to support the adoption of chorkor ovens in the

communities. So far, the RDC has expressed its willingness to promote the adoption of 30 ovens in the state. Also within the reporting period, 10 technologies (5 chorkor ovens and 5 smoking kilns) were adopted in Delta, Imo, and Rivers States bringing the total technology adopted in 2020 to 109 (86 chorkor ovens and 23 smoking kilns) as against the target of 150 set for the year.

Increasing income of fish farmers and processors through the adoption of improved practices

As farmers adopt the improved practices from the various demonstrations and training programs, they are expected to experience better feed conversion ratio and reduced mortality leading to improved productivity and income. In the previous quarter, PIND developed a framework for tracking and projecting the impact of the intervention activities on the farmers using multipliers obtained from previous impact assessments, complemented with outcomes data from field monitoring visits, including the rate of adoption by program participants.

In the current quarter, the data obtained were also used in estimating the income of the 306 farmers reached this quarter. The estimated net income for farmers in aquaculture was 58,980,370 Naira. In estimating the income of the 306 participating fish farmers in Q4 2020, a 72.3%¹² adoption rate obtained from the outcome monitoring was used to determine Q4 2020 adopting farmers, which was 221 farmers. The low adoption rate in 2020 appears to be due to the disruptions experienced by farmers as a result of the COVID-19 pandemic. It initially disrupted the flow and also led to a rise in the prices of inputs.

The income for 23 fish processors who adopted smoking kilns in Q4 was calculated using the average monthly income from previous assessment of 83,669.35 Naira as the multiplier. The net attributable income change for these fish processors in Q4 2020 was estimated to be 5,773,185 Naira. The change in income for both farmers and processors in Q4 is

64,753,556 Naira, bringing the total change in income for 2020 to 534,964,832 Naira (Figure 1).

Using a user-benefit ratio calculator, it was estimated that 1,524 of the 2,937 farmers/MSMEs who adopted the improved practices in 2020 experience an increased income of 534,964,832 Naira (figure 1), at an average of 350,967 Naira per farmer. The income of aquaculture farmers was estimated for production of 2 fish ponds for one cycle carried out in 2020.

Creating opportunities for farmers to create jobs

As farmers adopt improved practices and expand production, they engage more labor to carry out various pond management activities such as pond preparation, stocking, sorting, feeding and harvesting of the ponds. Using job multipliers from previous impact assessments on farmers in the sector, complemented with data on adoption rate from the outcomes monitoring visits carried out by project's co-facilitators, it was estimated that about 136 new jobs¹³ were created by 306 farmers/processors in Q4 2020, bringing the total job to 932 by the 1,524 adopting farmers/processors in 2020.

Leveraging investment into the aquaculture sector to catalyze technology adoption

Adopting improved practices makes farmers to increase their spending. For aquaculture farmers, most of the spending on the new innovations include buying of improved feeds, nets, improved fish seeds, regulating the level of water pH,¹⁴ and many more. These costs are the extra equity investments due to the adoption of the introduced improved practices.

From the 2020 outcome monitoring which took place in the previous quarter, the average number of fish pond owned was two. Applying the multiplier in computing this Q4 2020 equity investment for 221 fish farmers who adopted new practices, each farmer invested an average of 765,815.68 Naira for two fish ponds stocked. The equity investment leveraged for the sector in Q4 2020 was 169,446,275 Naira¹⁵

¹² In 2019, the farmers' adoption rate was 79%.

¹³ The jobs are mainly part-time jobs that were converted to full-time equivalent. In Q4 2020 Processors created 51 FTEs and Farmers 85FTEs

¹⁴ pH is a measure of how acidic/basic water is. The pH of water is a very important measurement concerning water quality. The

range goes from 0 to 14, with 7 being neutral. pHs of less than 7 indicate acidity, whereas a pH of greater than 7 indicates a base.

¹⁵ Other investments by fish processors who adopted chorkor oven and smoking kilns have been reported in Q1 and Q2.

(Figure1). This brings the total equity investment in the sector to 1,665,525,433 Naira in 2020 (Figure 1).

2.1.2 Key Achievements: Cassava

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 Q4 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 farmers 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 farmers 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 10,800¹⁶ 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.

¹⁶ 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 813¹⁷ 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).

¹⁷ 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.

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 project¹⁸ 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.

2.1.3 Key Achievements: Cocoa

PIND's Cocoa value chain intervention activities are designed to improve the productivity and income of cocoa farmers through the adoption of improved farming practices in planting/re-planting, pruning, weed management, pest and disease management, and harvest and post-harvest operations.

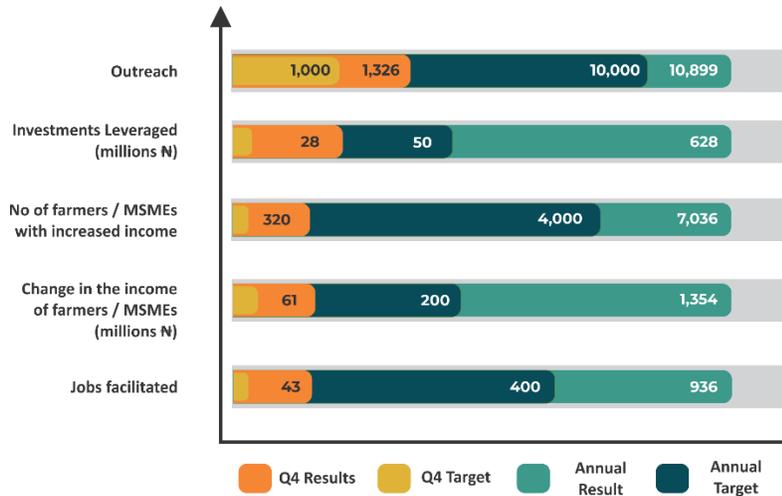
To achieve this, PIND is working with business partners to invest in the promotion of good agricultural practices and technologies by providing quality agricultural information and access to quality agro-inputs and technologies to farmers. In the last two years, PIND has on-boarded and supported input suppliers, equipment dealers/promoters, output buyers (off-takers), and farm service providers to conduct series of training programs and demonstration/promotional activities towards stimulating the adoption of good agricultural practices and technologies by farmers.

Within this quarter, PIND continued with the farmers' training and demonstrations, supported input companies (Saro and BASF) to organize farmers' field days in selected locations in Abia, Edo, Cross River and Ondo States respectively. The farmers' field days were to showcase the results of the harvests and post-harvest operations. Also, PIND continued to

¹⁸ 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

work with Subjugate Nigeria Ltd to provide quality improvement support to farmers in Ondo State.

Figure 3. Performance status of cocoa interventions as at Q4 2020 – there was no quarterly target for impact indicators in Q4.



Reaching more cocoa farmers with good agricultural practices and technologies

During the quarter, PIND worked with input suppliers¹⁹/equipment dealers, off-takers, and service providers to organize training programs for farmers and to set up demonstration farms in cocoa-producing clusters/locations through which farmers have access to quality agricultural information, inputs, and technologies.

1,326 additional participants - 457 (improved productivity) and 869 (quality improvement) were reached with GAP training and demonstration on use of improved technologies. In the previous quarters, 9,573 farmers were reached, bringing the total outreach of farmers to 10,899 in 2020, which surpassed annual target of 10,000 in 2020. Table 4 presents the distribution of Q4 outreach activities (Figure 3).

The details of the activities of the partners in Q4 are provided below:

- Saro AgroSciences worked with Ehimika Emmanuel a farm service provider to organize GAP training and demonstration activities that reached 249 farmers in Edo State
- Victor Tom, a farm service provider based in Akwa Ibom State worked with Indorama to organize GAP training and demonstration activities that reached 208 farmers in Akwa Ibom State
- On the quality improvement activities, Subjugate Nigeria Ltd, an off-taker in Ondo State reached 869 farmers with quality improvement training and support in Ondo State

Table 4. Distribution of new outreach activities in Q4 2020

	Ondo	Edo	Akwa Ibom	Total
Number of input companies		1	1	2
Off-take companies	1			1
Number of FSPs		1	1	2
Number of farmers reached	869	249	208	1,326

¹⁹ Saro AgroSciences and Indorama (Input dealers), Ehimika Emmanuel and Victor Tom (FSP), Subjugate Nig. Ltd.(off taker)

Improving cocoa quality through an incentive-based model

The Nigerian cocoa industry has a reputation for producing poor quality cocoa beans usually filled with impurities, are salty and have high moisture content due to the farmers' poor post-harvest practices. As a result, Nigerian cocoa beans are poorly valued in the international market. Unfortunately, the local industry does not offer enough incentives for farmers to change their practices and behavior. There is no formal system that rewards producers of quality cocoa beans and penalizes those that produce poor quality beans. To address this, PIND designed a win-win business model for quality improvement to stimulate actors (farmers and off-takers) to begin to address the issues associated with poor quality cocoa beans. This model is built around the offer of price premium as an incentive to farmers for producing good quality cocoa beans.

After several attempts to get a willing partner to invest in cocoa bean quality improvement, Subjugate Nigeria Limited, a cocoa bean off-taker, showed interest in trying out this model in Ondo State with a pilot activity which commenced in Q3 with about 1,000 farmers being networked into the program. A Training of Trainers event was conducted for 40 lead farmers who have now stepped down the training program on good agricultural practices as well as post-harvest practices and technologies to 345 farmers

Within this quarter, the 40 lead farmers, with support from Subjugate continued the step-down quality improvement activities to 869 additional farmers/MSMEs. The model guarantees a 1% to 1.5% premium on each kilogram of good quality cocoa bean produced by the farmers. The incentive will be paid based on the prevailing market price for cocoa beans. Using the baseline of an average yield of 959kg on 2.25ha per farmer, and an average market price of

700 Naira per kg of good quality cocoa bean, this amounts to over 10 million Naira worth of incentives to the farmers. This forms part of the income for these farmers in addition to the income from yield increase.

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

PIND conducted the first impact assessment in the cocoa value chain to track changes in the performance of farmers who participated in the training programs and demonstrations activities. As the 2019 participating farmers had completed the business cycle, it was the right time for an impact assessment to determine changes in their farm yields, income, level of farmers' investments, and jobs with the new innovations.

The 2019 adoption rate for cocoa farmers was 70% which produced 4,985 adopting farmers.²⁰ The assessment was done on the 4,985 farmers that adopted the improved practices and technologies demonstrated by PIND partners: agro-input suppliers, equipment/technology dealers, and farm service providers. The attribution strategy was by benchmarking the 2019 results with the baseline information established earlier.

The summary of findings from the assessment reveals that the average additional income per hectare was 74,590 Naira, derived from the difference between 301,547 Naira (assessment) and 226,956 Naira (2019 baseline),²¹ and the average farm holding for 2019 was 2.55 hectare. This produced attributable additional income of 190,206 Naira per farmer in 2019. The 2019 net attributable income for all the 4,985 adopting farmers was 948,175,669 Naira, owing to the fact that the user-benefit-ratio of the cocoa farmers was 100%.²²

²⁰ An effectiveness survey in 2019 shows that 70% (4,985) of the 7,105 farmers who participated in the training and demonstration activities went ahead to adopt at least 3 out of the 6 GAP modules demonstrated.

²¹ For the 2020 farmers, income multiplier derived from the impact assessment on 2019 farmers were used to estimate their performance. This reflected the increase in price in cocoa (which started in 2019). In estimating impact number, the data from previous impact assessment that shows farmers' performance

after they have harvested was used. Therefore, the income multiplier from the 2019 assessment was used since the 2020 farmers are yet to harvest. The impact survey planned for 2022 for farmers reached between 2020 and 2022 will validate the numbers and adjust for any variation.

²² The assessment reveals that 100% of the farmers who adopted have experienced a yield increase of 16% from 430kg (baseline data) to 498kg per hectare in the first year of adoption.

In projecting the Q4 2020 results for 457 farmers, the 2019 impact assessment results were used as the multiplier. The outcomes monitoring exercise revealed a 70% adoption rate (i.e., 321 of the 457 farmers reached in Q4 2020 adopted the improved practices taught in the training and demonstration activities. The monitoring exercise also found the average farm holding for 2020 adopting farmers was 2.28ha. And the average additional income per hectare was 74,590 Naira. Each adopting farmer benefited from a yield increase of 16% in the reporting year.

Applying these variables, the projected average income of cocoa farmers for Q4 2020 was 192,443 Naira per farmer, which gives a net attributable income change for 321 farmers to be 61,694,585 Naira. In summary, the cocoa sector recorded 7,036 farmers who have experienced increased yield and combined income of 1.35 billion Naira as a result of participating in PIND supported activities through the support market actors in 2020. This exceeded the 2020 target of 4,000 farmers and income of 200 million Naira (Figure 3).

Creating opportunities for farmers to create jobs

Many of the cocoa farmers that adopted improved practices and technologies to expand production engaged more labor to carry out farm management activities such as land clearing, application of agrochemicals, harvesting, fermentation, drying, pruning etc. Findings from the 2019 impact assessment of the adopting farmers showed the average additional job by adopting farmers was 0.13 full-time equivalent in the sector.

Computing net attributable contribution to job for 321 farmers in Q4 2020, 43 additional FTE jobs were created in Q4 2020. This brings the 2020 overall additional jobs to 936 FTE jobs created surpassing the 2020 target of 400 jobs to be created (Figure 3).

Leveraging more investments through the adoption of improved technologies

Since 2019, PIND has been working with agro-technology and equipment dealers to introduce and promote appropriate productivity improvement technologies (such as mechanical pruner, motorized sprayer, and brush cutter); and quality enhancement technologies (fermentation boxes, and pelle bongo) among farmers. The adoption of these practices and technologies is expected to lead to improved yield for farmers, further stimulating increased investments by them and other market actors.

The attributable equity investment leveraged is the additional spending on the improved processes benchmarked with the baseline information. From the 2019 assessment, the average additional spending was 88,432 Naira per farmer. Computing equity investment for the additional 321 adopting farmers in Q4 2020, the estimated net equity investment by the adopting farmers was 28,350,058 Naira within the quarter. Adding the Q4 investments to the 599,886,968 Naira invested in the previous quarters, the overall amount leveraged in 2020 became 628,236,926 Naira, surpassing the N50,000,000 target set for the year (Figure 3).

2.1.4 Key Achievements: Palm Oil

PIND's intervention in the palm oil sector centers around stimulating best management practices among farmers and improving access to oil palm seedlings. Previous interventions included stimulating the use of harvesting technologies and improved processing equipment.

In the period under review, Agro-dealers and Farm Service Providers continued with field demonstrations of best management practice as well as providing improved seedling to farmers. Since the COVID-19 restrictions were relaxed, the equipment sellers were able to receive and market their imported Malaysian Knives to the farmers.

Figure 4. Performance status of palm oil interventions as at Q4 2020 - there was no quarterly target for impact indicators in Q4.



Reaching new farmers through BMP demonstrations and on-farm support by FSP

One of the strategic focus of the palm oil value chain activities for 2020 is to collaborate with partners (input companies, agro-dealers, FSPs, Lead Farmers) to expand the Best Management Practices activities across the Niger Delta, as well as monitoring the sustained adoption of the improved technologies in the sector.

Within the reporting period, through the activities of seven agro-dealers and nine farm service providers, 1,756 BMP farmers (590 females) were reached

across various locations in the region. Also, 179 farmers adopted improved seeds on their farms and 558 farmers adopted improved harvesting tools bringing the total outreach for Q4 to 2,493.

However, 2,595 farmers who adopted improved harvesting/processing technology in Q1 and Q2, were excluded from the total cumulative by error, which is being updated in Q4 2020. This, together with the outreach result of 8,436 recorded as at Q3, brings the year to date performance to 13,524 which is 104% of the 13,000 direct outreach targets for the year (Figure 4).

Table 4. Distribution of outreach activities in Q4 2020

	Abia	Akwa Ibom	Bayelsa	Cross River	Delta	Edo	Imo	Ondo	Rivers	Total
Number of demonstrations	1	1	1	0	2	0	1	2	4	12
Number of agro-dealers	1	1	1	0	1	0	1	1	1	7
Number of farmers trained by agro-dealers	48	2	84	0	228	0	110	94	428	1013
Number of lead farmers/ farm service providers	1	0	0	0	0	0	0	8	0	9
Number of farmers supported by lead farmers/ farm service providers	211	0	0	0	0	0	0	532	0	743
Number of program stakeholders participating in technical training	0	0	0	0	0	0	0	0	0	0
Total										1,756

Strengthening the coordination amongst market actors to increase access to improved seeds for palm oil farmers

In 2017, the access to seeds intervention was developed to ensure the availability of improved

seeds for farmers in the Niger delta. PIND played a facilitative role by strengthening the relationship amongst the different value chain actors and ensuring that there were clear incentives between the nursery operators and seed producers. Over

time, 5 seed producers were engaged and linked to 147 nursery operators who have provided improved seedlings to over a thousand farmers across the Niger Delta.

This year, the focus was on expanding access to seeds/seedlings intervention by increasing the distribution network of the seed producers. In Q1, PIND linked PalmElit CIRAD to 80 business finders (that include nursery operators and agro-dealers) to create awareness on PalmElit CIRAD seedlings available for sale at PRESCO plantation. The incentive for the business finders was a commission of 100 Naira for each seedling purchased by a farmer. In addition to its work with PalmElit CIRAD, PIND improved the communication channel between NIFOR and ALLISEE SEED COMPANY to the nursery operators to ensure ease of business. This led to the purchase of 147,948 seedlings by 342 farmers at the end of Quarter 3, 2020.

During Quarter 4, field visits were carried out to ascertain the total quantity of improved seedlings that were purchased in the year. It was found that additional 98,317 seedlings were purchased by 179 farmers across the Niger Delta. This brings the total number of seedlings bought in the year to 246,265, for 1,642 hectares of farm, surpassing the annual target of 210,000 seedlings for 1,400 hectares of farm

Improving income of farmers through the adoption of improved BMP and technologies

An effectiveness study from Q3 provided information on the adoption rate of farmers using BMP, the size of farmland owned by smallholder farmers who are newly adopting the improved harvesting tools, and the number of new processing technologies installed

in the region. Within the reporting period, income was recorded from the adoption of improved harvesting technologies and best management practices, as verification is still on-going on the only improved processing equipment adopted in Q4.

Using the data from the effectiveness study and impact level multipliers derived from previous years' assessments, the following were estimated for Q4 2020.

- **Income from the adoption of improved harvesting tools** (such as mechanical adjustable harvester and Malaysian knife). In Q4 2020, 588 farmers adopted 186 improved harvesting technologies, at an average of 3 farmers per technology to harvest at least 3 hectares of land. Earning 52,092 Naira²³/per hectare from the sales of fresh fruit bunch, the average net income of 165,740 Naira for one farmer brings the combined income for the 558 farmers to 92,482,981.59 Naira.
- **Income from the adoption of best management practices:** Q4 2020, 1,756 farmers that adopted BMP on their farms are experiencing increased yield. The average farm holding by the BMP adopter is 3.1 hectares. With an average net income per hectare of 144,715.89 Naira,²⁴ the combined net income for 931²⁵ BMP farmers with increased income is 417,520,969 Naira. Therefore, the total income recorded in the palm oil sector in Q4 was 510,003,951 Naira. Adding the previous quarters' income, the cumulative estimated income for the sector was 3,124,337,169 Naira in 2020 for 8,555 farmers/processors (Figure 4). This exceeded the 2020 target of 2.6 billion Naira.

²³ Average net income per hectare for farmers assessed in 2018 and 2019.

²⁴ Average net income per hectare from assessments carried in 2016, 2017 and 2018.

²⁵ Previous studies showed that 53% had increased income. Income was estimated for only the 53% of 1,756

Creating opportunities for farmers and processors to create jobs

Similar to the income change estimation, job creation estimates were calculated using the data from the effectiveness study and impact level multipliers derived from previous years' assessments.

- **Improved harvesting tools:** Temporary workers are engaged to assist farmers in moving harvesting tools (IHT) and collecting harvested fresh fruit bunches. These jobs were created by farmers that own improved harvesting tools. In comparison to the jobs created by the traditional climbers, farmers who own IHT created 4.7 more jobs (full-time equivalent). In other word, 558 farmers that adopted IHT in Q4 2020 created 118 new jobs.
- **Best management practices:** Using the multiplier²⁶ derived from previous impact assessment, it was estimated that 1,765 BMP farmers created 351 jobs in Q4 2020. Most of the laborers were engaged to maintain the farmers' farmlands, including slashing, circle weeding, and application of fertilizer.

From the two interventions outlined above, 469 jobs were created in Q4 2020 by 2,314 farmers that adopted new practices. This brings the 2020 cumulative FTE jobs created to 2,689 (Figure 4).

Leveraging investment through the adoption of best management practices and improved technologies

From the previous assessment, the average cost of maintaining a hectare of BMP farm was 51,473 Naira, and the average size of farm holding for BMP in 2020 was 3.1 hectares. The estimated equity investment by 1,756 adopting farmers in 2020 was 280,195,838 Naira at an average of 159,565 Naira per farmer.

Also, during the quarter, 91.056 million Naira was leveraged from market actors across the nine States where PIND works. Majority of the investment was for the procurement of 98,317 seedlings by 179 farmers totaling 84.7 million Naira. Another 1.856 million Naira was spent by 41 farmers in Cross River and Edo States to purchase 186 IHT, and one

processor from Imo State invested 4.5 million Naira to purchase one small-scale processing equipment.

The total equity investments within the reporting period was 371,251,838 Naira. When this is summed with the equity investment of 1,453,957,291 Naira as at Q3 2020, the grand total investment leveraged under palm oil sector in 2020 become 1,914,116,130 Naira, which has surpassed the 100 million Naira target for 2020 (Figure 4). There was a significant difference between the 2020 target and the result achieved because we accounted for equity investments of BMP farmers due to the maturity of the intervention, which was not anticipated when the targets were set in January.

2.1.5 Key Achievements: Poultry

The poultry value chain interventions are designed to improve the productivity and income of poultry farmers in the Niger Delta through the adoption of good poultry practices and linkages to quality inputs (vaccines and feeds). Other intervention activities focus on improving access to market and finance to aid the growth and expansion plans of farmers.

To achieve its 2020 target of reaching 6,000 farmers with information on good poultry practices and quality inputs, PIND is utilizing the market systems development approach, driven by market actors (poultry service providers, village-level dealers, input companies, and chicken processors).

In quarter four, PIND in partnership with Zygos Nigeria Limited, a drug manufacturing company carried out a Training of Trainers ((TOT) for 15 new village-level dealers to support the expansion of training and improved access to quality vaccines for poultry farmers. PIND also supported existing poultry service providers, village level dealers, and other market actors to train and support farmers with linkages (especially finance and market) in addition to carrying out a field monitoring activity to understand and ascertain the impact of the intervention activities on poultry farmers

Figure 5. Performance status of poultry interventions as at Q4 2020 - there was no quarterly target for impact indicators in Q4.

²⁶ Average full-time equivalent job created by a BMP adopting farmer in 2019 is 0.2.



Expanding farmers access to quality training and services

Through PIND’s facilitation, poultry service providers and village level dealers provided a range of services to farmers to improve farmers’ productivity and income. The services provided in Q4 range from, but were not limited to, technical and business trainings, linkages to market and funding opportunities, vaccination of birds, and supply of day-old chicks, feeds and vaccine. As part of its strategy and efforts to expand outreach to more farmers and attain a systemic change in the poultry sector, PIND, this quarter, worked with poultry service providers and village level dealers to organize training for farmers on good poultry practices and ensured improved access to quality vaccines.

In Q4 2020, 20 trainings were carried out by nine PSPs and three VLDs reaching 1,524 (655 females) poultry farmers across the Niger Delta region. The following presents the details of the outreach: Abia 182 (104), Bayelsa 21 (13 females), Cross River 191(80 females), Delta 373 (92 females), Edo 45 (20 females), Imo 483 (260 females), Ondo 209 (70 females) and Rivers State (20 (16 females). This sums up the total number of poultry farmers reached in 2020 to 5,133, 86% of the annual target 6000 farmers.

The training covered both technical and business training using the Nigerian Agriculture Enterprise Curriculum (NAEC). The 15 new service providers

would be further mentored by PIND to ensure that a good number of them become sustainable and active. (Figure 5).

Out of the 1,524, a handful of 320 (21%) of them were backyard farmers, reached with vaccination by the Village level dealers, leaving 1,204 as commercial poultry farmers who were trained in GAP.

Stimulating income change of poultry farmers

Most of the poultry farmers exposed to PIND’s supported demonstrations and training programs reported to have adopted improved practices and quality vaccines. As a result, they experienced better feed conversion ratio and reduced mortality which led to improved productivity and income.

From the 2020 outcomes monitoring, the adoption rate of poultry farmers was 80%, which translates to 958 poultry farmers that adopted the improved practices in Q4 2020. These farmers had an average of 200 bird holding each.

Using the multiplier of 2,371 Naira income per bird, derived from previous assessments, the average income for 655 (68% of 958)²⁷ farmers who had increased income from improved practices in Q4 2020 was 310,542,756.50 Naira net income per farmer/cycle. The net attributable income change for 3,831²⁸ farmers who adopted improved practices in 2020 was estimated to be 1,777,673,890 Naira,

²⁷ Average user-benefit-ratio (number of farmers with increased income) - from previous assessment was 68%.

²⁸ From the previous assessment, the adoption ratio was 79.6%. This was used to determine the number of adoption

exceeding the 1 billion Naira target set for the year (Figure 5).

Creating opportunities for farmers to create jobs

Many of the poultry farmers that adopted improved practices and expand production engaged more labor to carry out various poultry farming activities such as stocking, feeding, vaccination, de-beaking, daily record keeping etc.

Using a multiplier of 0.82 job per adopting farmer from previous impact assessment on performance of poultry farmers, complemented with data on adoption rate from the outcomes monitoring, it was projected that about 298 new FTE jobs (Figure 5) were created by the 958 adopting farmers in Q4 2020. The cumulative contribution to job in the sector for 2020 was estimated to be 1,001 FTE jobs, surpassing the year's target of 750.

Leveraging more investments for poultry business operations

As market actors continue to realize the benefits derived from various economic activities in the sector, they make some investment to maximize such opportunities. This enables them to expand their business and increase their income. Using multipliers from previous impact surveys, complemented with data from the outcomes monitoring carried out during the quarter, PIND's impact analysis showed that the 958 farmers who adopted new practices in

Q4 2020 invested an average 173,742 Naira per cycle. This brings the total investment leveraged for the sector in Q4 2020 to 166,506,350.87 Naira. Summing up the leveraged funds for 2020, a total of 1,034,150,528 Naira was invested by the farmers exceeding the 600 million Naira target for the year (Figure 5). The investments were for the purchase of inputs such as vaccines, feed, day-old chicks etc.

2.1.6 MSME Development and Linkages

The MSME development and linkages project is a strategic initiative designed to help build relationships amongst actors in the micro, small, and medium enterprises (MSME) landscape to ensure optimal productivity and increased income for enterprises. It strengthens platforms that enable MSMEs to access quality business support services, market and funding opportunities which enable the enterprises to grow and be more competitive in both local and global markets.

PIND's activities for the quarter focused on supporting the innovations of the business service providers as they try to adapt their service offerings to meet the needs of the small enterprises such as entrepreneurial skills development for small businesses, upgrading business systems, formalizing business operations, and supporting them to access funding opportunities from financial institutions.

Figure 6. Performance status of MSME development as at Q4 2020



Adapting new strategies to expand business support services to more MSMEs

Business service providers offer various suites of services to MSMEs to build their capacity and improve their competitiveness and growth. These comprised business diagnostics and upgrading, business management training, marketing strategies, and linkages to funding and market opportunities.

This quarter, four business service providers supported 1,193 (500 female-owned) MSMEs with various forms of business development services such as entrepreneurship training, linkages to market and agro-inputs, business and financial management, and linkages to financing opportunities. Through the support of the BSPs, 234 MSMEs, including 83 female-owned enterprises, were enabled to access 518 million Naira worth of loan from NIRSAL-MFB. The activities of the BSPs are broken down in the table below:

- In Bayelsa State, Zigha Ayibakoro Limited (ZAL), a BSP, provided enterprise and financial management training to 351 (125 female-owned) MSMEs to strengthen their financial management skills necessary for attracting finance for their business.
- In Cross River State, Agribiz Concepts Enterprises (ACE) provided training on enterprise management and linkage to agro-input suppliers for 511 (266 female-owned) micro-enterprises. Also, ACE identified and conducted business diagnostic and upgrading support to an additional 59 (18 female-owned) SMEs and linked them to

new markets with 14 of the SMEs accessing loan from NIRSAL-MFB.

- In Delta State, Dorbudee Consulting, a Master Business Service Provider organized access to finance support and linkages to 220 (75 female-owned) businesses on the Nigeria Incentive-Based Risk Sharing System for Agricultural Lending (NIRSAL) Micro-Finance Bank (MFB).
- In Ondo State, Green-Shield Integrated Technologies Nig. Ltd (GSI), a Master Business Service provider organized entrepreneurship and financial management training to 52 (16 female-owned) MSMEs to enable them to improve their business practices and attract the finance necessary for their business development.

Adding the 2,704 MSMEs reached in previous quarters brings the total MSMEs reached in 2020 to 3,897 surpassing the 2,500 target for 2020. The business service providers leveraged the opportunities created by the financial schemes of the Central Bank of Nigeria Government to increase outreach to more MSMEs in the Niger Delta.

Stimulating changes in sales and income of MSMEs

In Q4 2020, 517 MSMEs²⁹ carried out new improved transactions out of the 1,193 MSMEs³⁰ that accessed various business support services.

The average monthly sales from the previous studies for micro businesses was 247,393 Naira; 1,517,918 Naira for small businesses; and 89,567,159 Naira for medium enterprises. Due to increased business activities in Q4 2020 as Covid-19 restrictions were relaxed, sales and income for the three months of Q4 were all attributed. The net sales of 517 MSMEs was estimated to be 1,541,273,769.62 Naira, while their net income was estimated to be 366,405,647.44 Naira (Figure 6), disaggregated as follows:

- Combined sales turnover of 467 micro businesses = 288,558,118.93 Naira
- Combined income of 467 micro businesses = 102,074,498.90 Naira
- Combined sales turnover of 46 small enterprises = 177,856,008.40 Naira, at an average of 3,866,434.96 Naira
- Combined income of 46 small enterprises = 64,448,243.04 Naira
- Combined sales turnover of 4 medium-sized businesses = 1,074,859,642.30 Naira, at an average of 268,714,910.57 Naira
- Combined income of 4 medium enterprises = 199,882,905.50

Galvanizing MSMEs to create more jobs

Using jobs multipliers³¹ from previous impact studies on the different categories of MSMEs, and complemented with the transformation ratios from the outcomes monitoring exercise, PIND estimated the total jobs created by the 517 MSMEs adjudged to have experienced a significant increase in income in Q4 2020 to be 1,065 FTE jobs (Figure 6). These new jobs were created to support MSMEs' increased business operations. The cumulative contribution to job by the MSMEs with improved transactions for

2020 was estimated to be 3,442, which surpassed the 700 jobs target for the year.

For micro-enterprises, especially in the agriculture sector, more laborers were required to carry out various farm management activities.

Leveraging investment through the Central Bank's AGSMEIS program

One of PIND's priorities in 2020 is to deepen relationships between its business service providers and financial institutions, particularly the Central Bank of Nigeria to unlock access to capital for small enterprises under various financing schemes such as the Anchor Borrowers Program (ABP) and the Agri-Business/Small and Medium Enterprise Investment Scheme (AGSMEIS). Both initiatives are in line with the apex bank's development function.

The ABP loan targets smallholder farmers engaged in the production of identified commodities, while AGSMEIS support the Federal Government's efforts and policy measures for the promotion of agricultural businesses and small/medium enterprises as vehicles for sustainable economic development and employment generation.

In Q4, Dorbudee Consulting trained and supported 220 MSMEs to access 517 million naira from NIRSAL-MFB. Also, Agribiz Concepts Enterprises trained and supported 14 SMEs to access 11.5 million naira from NIRSAL-MFB. The loans were given to enterprises in different agriculture and non-agriculture sectors to fund the acquisition of new equipment and technologies, and to improve their working capital to meet existing market opportunities. This gives a total of N518.5 million worth of loan catalyzed through the BSPs in Q4.

In addition to the 2.819 billion Naira loans recorded Q3, the total investment leveraged through debt financing so far is 3,337 billion Naira, exceeding the year's target of 1.5 billion Naira (Figure 6).

²⁹ Disaggregated into: 467 micro businesses; 46 small businesses; and 4 medium enterprises.

³⁰ Disaggregated into: 1,102 micro businesses; 85 small businesses; and 6 medium enterprises.

³¹ Evidence from 2017 and 2018 assessments showed one micro enterprise with improved business transactions averagely created 1.18 job (when converted to a full-time equivalent); small businesses with improved transaction were creating 5.81 jobs, while medium enterprises were creating 33.11 jobs – as a result of the expansion in their businesses.

2.2 Sombreiro Kapital Ltd/Gte

This section shows key achievements in Quarter 4 of 2020 for the initiative implemented under the Sombreiro Kapital.

Sombreiro Kapital (SK) was incorporated to sustainably unlock funding for small-holder farmers in the Niger-Delta through partnerships with core market players (financial institutions, farm associations, input dealers, Fabricators, and other development partners) and support market actors (Service Providers). The company's overarching goal is hinged on the provision of unique incentives to partners which systematically increases demand and supply of finance.

The strategic impact of the intervention is to significantly increase the profit margin for smallholder farmers through the facilitation of cost-effective loans with the support of various enlisted partners. The intervention significantly relies on the experience of service providers to facilitate the training of farmers, identification of bankable

farmers, and facility monitoring following loan disbursement.

For the period under review, the intervention subjected a total of 117 received loan applications to a second level appraisal using industry-based selection criteria which are unique to smallholder farmers. This is to ensure the recommendation of only efficient farmers to the lending bank for loan consideration.

Due diligence was also carried out on all Smallholder farmers who scaled through the second level appraisal exercise of SK in a bid to verify their profile and the existence of the farms earmarked for funding. At the end of the appraisal exercise, 73 smallholder farmers were adjudged to be viable by the credit review committee; these efficient farmers were subsequently recommended to the lending Bank for final loan appraisal.

Within the reporting period, the intervention received approvals for 28 loans valued at 13,223,732 Naira from the lending bank; loan disbursement is expected to commence in January 2021. Table 5 below provide the break down.

Table 5. Distribution of outreach activities in Q4 2020

	Delta	Ondo	Bayelsa	Total
Volume of loans facilitated to fish farmers	5,417,847	2,407,932	0	7,825,779
Volume of loans facilitated to Poultry farmers	2,624,972	999,968	0	5,407,900
Volume of loans facilitated to Palm Oil Processors	0	0	0	0

Efficient Risk Management Activities for Improved Sustainability

Sombreiro Kapital is expected to be sustainable; this is to ensure business continuity irrespective of changes in the operating environment which determines business performance. Going by the above, the intervention designed various activities aimed at promoting business continuity and mitigating the possibility of loan default due to credit, market, and liquidity risk. Some of these activities are detailed below:

- **Due diligence on smallholder farmers earmarked for support:** Following the recommendation of smallholder farmers to the intervention by enlisted service

providers, SK commenced appraisal of all received applications in an attempt to ensure only efficient farmers are recommended to the lending bank to forestall credit risk which crystallizes when inefficient farmers receive loans. Also, the farms of 45 successful loan applicants were visited by the SK team in Delta and Bayelsa states; In the course of the visit, it was observed that a seasonal annual flood usually submerge homes and farms of some potential loan beneficiaries in Bayelsa state.

Based on the above, a downward review of the proposed loan tenor was implemented

for potential loan beneficiaries whose farms are susceptible to flooding in a bid to ensure farmers only access funding only when it can be utilized

- Facilitating Access To Market For Loan Beneficiaries: Following the expected disbursement of loans throughout the year, it was expedient to partner with off-takers in the different pilot states in an attempt to secure a market for smallholder farmers who would benefit from SK's loan facilitation. This activity was designed to mitigate the impact of market risk. In Delta State, Wenedel Integrated Farms is willing to purchase matured broilers from smallholder farmers at the prevailing market price; formalization of partnership is being considered. Also, in Bayelsa State, Zigha Ayibakoro Ltd is committed to off-take matured broilers from smallholder farmers benefitting from loans facilitated by the intervention at the prevailing market price.

Facilitation of Access to market services for smallholder fish farmers in the different pilot states will be promoted by enlisted farm service providers; this position was agreed upon due to the high demand for catfish which makes it easily marketable

Collaboration with USAID Ag-Extension Activity for Increased Farm Productivity

Following the launch of the USAID Ag-Extension activity in Delta state, Sombreiro Kapital engaged the activity in a bid to understand their objectives for possible collaboration in intersecting sectors. The outcome of the engagement is a commitment by the activity to facilitate the training of aquaculture service providers who are currently enlisted by SK on the

most impactful farm practices (MIP's) for subsequent adoption by loan beneficiaries.

These MIP's which have been proven to significantly increase the profitability of smallholder farmers in the aquaculture sector will significantly promote prompt loan repayment.

Setting Timelines for Delivery of Locally Fabricated Farm Assets

The management team of SK paid a visit to the managing director of Byecaca Agro Ventures (a major farm asset fabricator) in Bayelsa state to enable both parties to agree on the turnaround time (TAT) needed to fabricate and deliver financed farm assets facilitated by the intervention. This visit is to ensure loan applicants receive financed assets within the agreed timeline to enable them to generate the needed cash flow required to support monthly facility repayment.

Based on the feedback from the fabricator, a service agreement was developed which defines the TAT for delivery of financed farm assets whilst articulating the responsibilities of fabricators in the event of a technical breakdown of financed assets.

Facilitating Training to Members of Alero and UUFFA Fish Farm Cluster

The team from Sombreiro Kapital participated in a meeting which was facilitated by one of the Aquaculture service Providers, Marich Agro-Allied based in Delta State. The meeting was attended by the cluster heads of Alero and UUFFA (United Ufuoma fish farm association) Fish farm clusters in Warri, Delta State. The objective of the meeting was to explore the possibility of improving the farm management practices of members of the cluster through training before the recommendation of identified efficient farmers to the intervention for loan facilitation. This activity is aimed at ensuring that prospective loan beneficiaries from the cluster are efficient. Based on the above, 50 farmers were trained and subsequently recommended to the intervention for loan consideration.

Collaboration with Royal Exchange General Insurance

Owing to the impact of climate change on farming activities, SK engaged the business team from royal exchange insurance requesting a detailed proposal that articulates the products offered by the underwriter and the applicable conditions precedent to the issuance of an insurance policy. This is to ensure that loans facilitated by the intervention are

2.3 Skills Development for Youth Employment

This section shows key achievements in Quarter 4 of 2020 for the initiative implemented under the Skills Development for Youth Employment project. With funding support from Ford Foundation, the Niger Delta Youth Employment Pathways (NDYEP) project was designed to analyze opportunities for employment creation and develop models of youth job-readiness or workforce development in key growth sectors in Abia, Akwa Ibom and Rivers States. In the second year of the two-year pilot intervention expected to end in December 2020, PIND is targeting to train and equip 3,000 youth in the three project pilot States with market relevant technical and soft skills.

Addressing youth job readiness, workforce development and job creation

Building on the implementation models, lessons and results from the previous quarters, PIND continued to advance the technical and behavioral skills trainings in aquaculture, building construction, finished leather and ICT sector. In the previous quarter, eleven implementing partners provided training and post-training support to 1,471 young persons and supported 481 graduates to secure waged employment.

In the reporting period, 1,416 out of the 1,467 youths who started the training in NDYEP phase II, completed the training in addition to 1,471 (completed from 1st batch), bringing the total number of youths with skills at the end of the second phase to 2,887 – Abia(980), Akwa Ibom (803) and Rivers (1,104).

Disaggregating the number of the youth who have completed the training, 996 were in aquaculture, 461

adequately insured against unforeseen events that affect loan repayment.

At the end of the engagement session, an indicative insurance cover was shared with the intervention for review and feedback. Upon review of the received offer, the intervention reached out to the underwriter indicating its willingness to collaborate.

in construction, 1,236 in ICT/Renewable Energy, and 194 in Finished Leather. The 2,887 constitutes 90.8% of the overall 3,180 youths who had enrolled for the training surpassing the strategic target of 2,172. Among the 2,887 who completed their training, 1,288 youths have been linked to employment or started enterprise as at the end of Q4 2020, which constitutes 86% of the strategic targets of 1,500. This was due to the impact of COVID-19 restrictions on the economy in 2020.

Entrepreneurship Training

As part of the goal to train and support youth participants' transition into employment, an entrepreneurship training program initially designed as an in-person instructional program for young persons was pivoted to an online program in response to the Covid-19 outbreak. Following the successful completion of the first stream of training 200 participants, the partners, Develop You Foundation and CAD Consulting, commenced the second stream of entrepreneurship training for additional cohort of 300 youth.

In the reporting period, the two implementing partners engaged completed the second online training with 513 participants completing the online training in two streams, with over 75 percent of business plans uploaded on the CBN/NIRSAL portal. The online entrepreneurship training was conducted via Zoom and with sessions broadcast from the partners' studios. Follow-up instructional support was provided to the participants via WhatsApp.

This entrepreneurship training is part of post training support to NDYEP participants. The participants took part in this training with the opportunity to develop business plans and upload them on CBN/NIRSAL portal for assessment. The entrepreneurship training was aimed at supporting NDYEP trainee graduates who are interested in enterprise development.

Some of the participants who completed the training and had their business plans uploaded are being invited by NIRSAL for interviews and to assess their business opportunities for loans disbursement. The BSPs are also following up to ensure that as many participants as is possible obtain the business loans.

RIVTAF Apprenticeship on Construction

As part of its effort to explore opportunities for apprenticeships and jobs for youths, PIND influenced RIVTAF Construction Company to absorb 85 NDYEP trainees in its apprenticeship program. The trainees received hands-on training at an ongoing building construction site at Golf Estate in Port Harcourt, Rivers State to improve their professional competence in different skill areas such as electrical, plumbing, masonry, tiling and painting.

In Q4 2020, the RIVTAF apprenticeship training was completed, and out of the 61 trainees who started, 40 (25 Electricals, 6 Plumbing, 5 Painting, and 4 Tiling) completed the scheme successfully. Given the location of the site for the apprenticeship scheme; participants' transportation to the site was a major setback as some could not afford the cost.

Sustainability of NDYEP Model for Youths' development Pathway in the Niger Delta

The NDYEP project continues to engage with Niger Delta State governments to influence adoption of the demand-led approach to youth employment. The technical assistance to Delta State on job readiness for the Graduate Employment Enhancement Program (GEEP), a program of the Delta State Job Creation Agency was completed in November 2020. The program conducted in collaboration with Delta State Job Creation Bureau included workshops in Asaba and Warri for disadvantaged youths who require support on employment opportunities, job readiness and access to the labour market.

Akwa Ibom State is working to support young persons between 30 – 40 years of age, through the "My Entrepreneurship Goals Program" (MEGP) aimed at filling the gap of business education in the State and working with SMEDAN to deliver trainings on building a business plan, financials for their businesses. This program is under the State's Directorate of Marketing and Branding Management of the Governor's Office, already running with nine classes completed. In line with the NDYEP aspirations and goal of enterprise development for youth on the alternative paths to

economic engagement, NDYEP would be providing technical supports to Akwa Ibom State. This will be through a soft skills training to beneficiaries and linking NDYEP Implementing Partners in the State with the State's youth program.

Within the reporting period, a meeting was completed where all NDYEP implementing partners were introduced to the Directorate. This meeting presented opportunity for understanding of NDYEP model and framework and key achievements made by NDYEP in Akwa Ibom. The Directorate also made a presentation which gave a deeper understanding of the MEGP and areas of alignment with the NDYEP.

NDYEP and MEGP are currently finalizing the process to formally deliver the soft skills training to all incoming MEGP beneficiaries, while the Directorate made a commitment to visit all NDYEP implementing partners to deepen their relationship and follow-up on their post training support to participants and sustainability of NDYEP in the state.

Delta State Labor Market Assessment Completed

Also, within the reporting period, the Labor Market Assessment for Delta State was completed and final report submitted. This exercise was aimed at providing data and useful information for the design and planning of youth employment program in the state. A results validation workshop was held in November 2020 in Warri in Delta State.

NDYEP End-line Evaluation

The NDYEP End-line Evaluation started in Q4 and is in process. Data collection is completed with 62 documents reviewed; 28 Key informant interviews completed; 12 face to face and 8 online FGDs with 2 participant observations were also completed in Q4. The evaluation process is also undertaking online trainee survey, with past NDYEP trainees. Stakeholders consulted included PIND staff; Implementing partner staff; Advisory Board; Government stakeholders; Employers / intern providers; trainees and ex trainees.

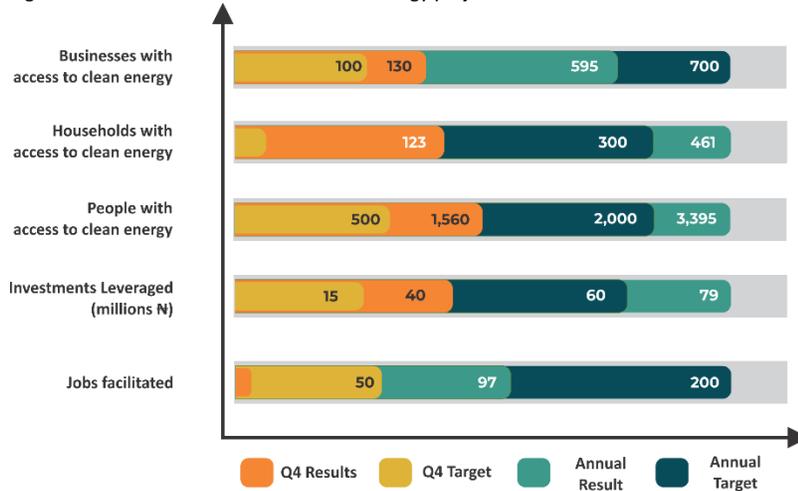
Aligned to the end line evaluation, PIND has also commissioned the production of 4 video cases, 1 practice paper for the finished leather sector and testimonials from participants. These knowledge products will be utilized in disseminating lessons from the NDYEP project

2.4 Access to Energy

Achieving sustainable, systemic change in the energy sector requires innovating on technologies. This section highlights what was achieved in the Access to Energy project in Q4 2020.

The coastline rural communities in the Niger Delta region of Nigeria have long suffered from the consequences of poor rural electrification. Many of these communities do not have access to regular supply of electricity to power basic economic assets and household needs, thereby reducing the economic activity in these communities. Expectations for an early connection to the National grid is near hopeless due to the high cost implications and the difficult terrains. Since 2018, PIND has been addressing this gap through alternative and affordable off-grid solutions – capable of targeting not only basic energy needs (i.e. lighting and cooking energy), but also productive uses of energy at both household and rural enterprise levels, which is our priority.

Figure 7. Performance status of Access to Energy project as at Q4 2020



Outreach

PIND’s Access to energy program had an outreach of 1,560 in Q4 2020. This includes 1,380 persons across 230 households and 130 rural business owners connecting to new mini-grids across four coastal communities. In addition to these, 50 persons received training on various technical, entrepreneurship and business support service roles in the same communities. The total number of people with access to clean energy with PIND assistance in 2020 is 3,395, from 461 households, and a total of 595 businesses accessed clean energy in 2020.

Scaling up the off-grid solutions to deliver energy access in rural communities

Recent advancements in off-grid solutions present an excellent opportunity to accelerate progress towards

the SDG 7 target on universal access to modern energy services. PIND’s delivery model innovations in the renewable energy mini-grid sector is improving long-term viability so as to attract investments, boost local demand for energy services and improve the sustainability of projects from a technical, economic, social and environmental standpoint.

During the quarter, PIND leveraged 40 million Naira investment (Figure 7) by the Ilaje RDC for two 20kW community Solar Mini Grids at Awoye and Odofado to support a total of 200 connections (including businesses and households) in both communities.

Earlier in Q1 2020, PIND facilitated the adoption of the energy cabin model by the Ilaje RDC, as a way of encouraging RDC funding for sustainable development projects in their communities. This

resulted in the leverage of N40 Million RDC funding for two 20kW community Solar Mini Grids at Awoye and Odofado to support a total of 200 connections (including businesses and households) in both communities. These two projects are ongoing and enjoy co- supervision from the CNL PGPA, the PPCD and Morgan Smart Development foundation as the mentoring NGO for the Ilaje RDC.

Field visit with Infranergy

PIND support with assessment of potential sites and business models for off-grid solar is critical to the business entry of many new power developers within the coastal communities. In view of this, PIND collaborated with infranergy LLC - a private sector power developer that wants to get involved in mini-grids in the Niger Delta to assess Opia, Dagbolo and Azama, three EGCDF RDC communities in Delta State.

The assessment was able to rank the various commercial viability of the 3 sites for solar energy business, and potential investment from Infranergy LLC. Of the 3 sites, Opia and Azama, were consistent with the investor's viability criteria and community engagement were held with the leadership of the communities with a view to deploying commercial solar mini-grid and solar refrigerating cold-rooms in the two communities respectively.

Chevron Corporation Grant Support for Energy cabins

In Q4 2020, PIND deployed 2 Energy Cabins as part of the Chevron Corporation Grant supported solar mini-grids interventions in the GMOU communities. These grants supported the installation of a 20kW Solar Mini-Grids at Molutehin community in Ilaje LGA of Ondo state, and another 20kW Solar Mini-Grid at Gbokoda community in Warri North LGA of Delta state. These two mini-grids support a combined 150 connections including businesses and households across both communities. 100 connections in Molutehin and 50 connections in Gbokoda

community. The solar mini-grid at Gbokoda supports all the existing businesses and households within the community and is expandable to 100 connections, with the forecast that both business and household demand will increase.

Technical assistance to the Ilaje RDC towards implementation of two community energy projects

Earlier in Q1 2020, PIND facilitated the adoption of the energy cabin model by the Ilaje RDC, as a way of encouraging RDC funding for sustainable development projects in their communities. This resulted in the leverage of N40 Million RDC funding for two 20kW community Solar Mini Grids at Awoye and Odofado to support a total of 200 connections (including businesses and households) in both communities. These two projects are ongoing and enjoy co- supervision from the CNL PGPA, the PPCD and Morgan Smart Development foundation as the mentoring NGO for the Ilaje RDC

Promoting Clean Energy for businesses

A critical component of PIND's Access to Energy program in the coastal communities is the decarbonisation of the electricity energy pathway towards economic development of coastal communities. In 2020, the various interventions and partner investments in creating clean energy businesses and technology enablers in the Niger Delta yielded an estimated 88,800kwh of electricity and a combined displacement of 49.6 Tonnes equivalent of Carbon Dioxide (CO₂) emissions from 4 Access to Energy interventions across the Niger Delta.

Training and Capacity building

A total of 50 people comprising males and females were trained as village level technicians and service agents to support the various installations around the coastal communities and also build the capacity of the participants towards entrepreneurship around emerging opportunities in small scale solar PV business solutions.

3. Peace Building Program

The strategic thrust of the peace building program is to achieve regional and lasting peace in the Niger Delta. To achieve this, PIND is working on creating sustainable peace partnerships, encouraging collaboration and cooperation amongst peace actors, providing support for economic development and strengthening indigenous structures for peace while also creating and building interface with larger state-level or regional peace efforts, thereby creating an enabling environment for sustainable broad-based economic development.

The peace building program comprises of two interrelated and inter-dependent projects: The Integrated Peace and Development Unit (IPDU) and Partners for Peace (P4P) Network. The IPDU focuses on undertaking research and providing trainings to local and international stakeholders to implement innovative pilot projects that show promise of making a difference on the ground. Responding quickly in a targeted manner to rapidly changing dynamics, IPDU promotes collaboration and synergy amongst the existing local, regional, and national efforts of actors in both public and private sectors to address conflict early warning and response, with a focus on gender and youth.

The P4P Network is PIND's strategy towards establishing social infrastructure and capital across all nine States of the Niger Delta. In the last five years, PIND has established a network of self-identified agents of peace that have deployed the power of grassroots networking towards building peace in the region. Through the instrumentality of conflict analyses and early warning, P4P identifies, and supports existing initiatives, and creates new ones to address the conflict risk factors. The P4P Network currently has chapters and sub-chapters in all the 9 States and 119 LGAs of the Niger Delta.

In the current strategic phase, the Peace Network will focus on establishing and strengthening grassroots conflict resolution initiatives that promotes more enabling, integrated and peaceable environment conducive for economic growth and development in the region.

PIND's Peace Building Program contributes to this global Sustainable Development Goal:



3.1 Peace Building

This section shows key achievements in Quarter 4 of 2020 by the Peace Building program.

Between 2015 and 2019, almost every State in the Niger Delta had multiple and overlapping conflict drivers within its territory. To address this situation, PIND has been taking increasing responsibility for conflict prevention, conflict management and peacebuilding in the region. PIND's role and in its support for grassroots-led conflict resolution

initiatives show examples of both the scope and the limits of long-term peacebuilding projects.

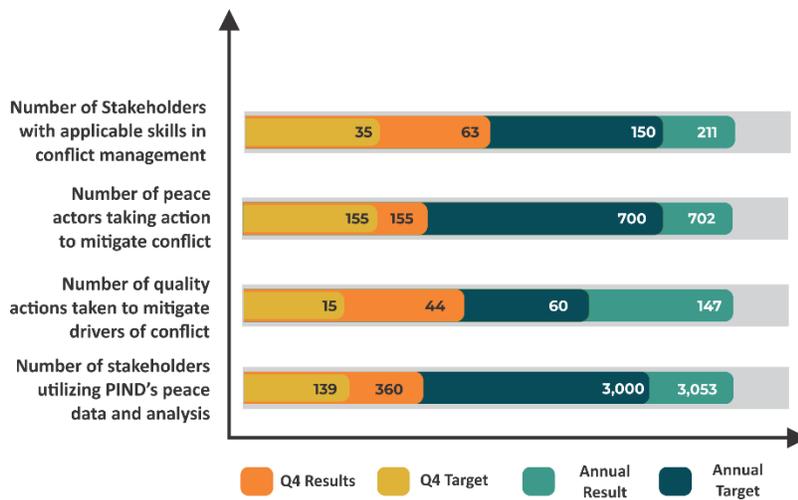
Having recognized the need for an integrated and comprehensive approach to tackling the complex causes and drivers of conflict in the region as early as 2012, PIND adopted a plan of action that aimed to keep the level of violence as low as possible, particularly in key communities of interest, while also building the social infrastructure and social capital of peace actors across the region for long term sustainable peace. This ushered in a paradigm shift reflecting a different way of working on problems of militancy, election violence, gang/cult violence,

communal violence, and the cross-cutting issue of Violence Affecting Women and Girls (VAWG).³²

In 2020, the objective of PIND’s peacebuilding program was to prevent violent conflicts wherever

possible, and where this is not possible, to demonstrate ways of reducing violence and to support long-term grassroots-based mechanisms for peaceful conflict resolution.

Figure 8. Performance status of Peace Building program as at Q4 2020



Stimulating peace actors to tackle conflict and promote peace

Conflicts are a natural part of social processes of change. However, peace and development are dependent on the ability to resolve conflicts constructively and without resorting to violence. This is precisely where PIND’s peace efforts come into play: to prevent violence as a means of resolving conflicts, to reduce fragility as a breeding ground for violence, and to create opportunities for long-term development. In the current quarter, PIND strengthened capabilities of 63 peace actors by imparting knowledge and skills through workshops and mentoring (Figure 8), bringing the total peace actors with improved skills to 211 in 2020.

The training focused on building the participants’ competencies to promote peace and tackle conflict situations in their communities through conflict early warning and mediation, and evidence-based advocacy and engagement. With improved skills, 155 peace actors constructively resolved 44 emerging conflicts in various communities in the Niger Delta within the reporting period bringing the total of 147

emerging conflicts being resolved by 702 peace trained actors in 2020 (Figure 8).

In Rivers State, Nwighalor Gideon GAD, a participant in the improved capacity event from Eleme LGA, applied the skill to resolve crisis in his community during the elections when a particular political party refused to accept the election results.

Amb. Mrs. Awhana Alakis Mercy, (Delta State), Mrs. Edna Dumbo (Bayelsa State) and several other peace actors transformed conflict situations by creating and maintaining sustainable and peaceful social relationships as well as viable political and social structures that are capable of addressing the root causes of social conflict, thereby preventing the reoccurrence of violence at a later stage. Table 6 presents some of the interventions carried out by various peace actors during the quarter to create a long-term peace environment.

An analysis of the utilization of PIND’s data products revealed that 139 stakeholders utilized PIND’s peacebuilding data and analysis during quarter four,

³² PIND Impact Assessment: promoting peace in the Niger Delta 2012- 2018.

bringing the 2020 cumulative of stakeholders utilizing PIND’s data products to 3,053 (Figure 8).

Many organizations in Nigeria are gathering data on conflict drivers and fatalities. Each focus on different issues, locations, and time periods. Integrating all of these data sources on a single platform allows for cross-validation and triangulation to better identify hotspots and trends so that peace agents can target their efforts in addressing emerging conflict. Data sources currently integrated on the Peace Map include: West Africa Network for Peacebuilding (WANEP), Funds for Peace’s UNLock, Transition Monitoring Group’s (TMG) Quick Count of the Nigerian Election Early Warning System (NEEWS2015), Nigeria Stability and Reconciliation Programme (NSRP), Council of Foreign Relations, Nigeria Watch, Armed Conflict Location and Event

Data (ACLED), and Community Initiative for Enhanced Peace and Development (CIEPD).

As of December 31, 2020, PIND had coded, formatted, and uploaded 20,324 conflict-related incidents in the Niger Delta since the beginning. Considered to be one of the most comprehensive, publicly available datasets on conflict risk in Nigeria. Data from the [Peace Map](#) is regularly aggregated and presented in the form of annual, quarterly, and weekly conflict trackers, which are used by the P4P chapters, Prevent committees, the Peace and Security Network and other diverse stakeholders in their conflict assessment and mitigation planning and implementation. In Q4, PIND developed 10 Niger Delta Weekly Updates and one Niger Delta Quarterly Conflict Tracker. Click on this [LINK](#) to access PIND's Niger Delta Weekly Update. Or send an email to trackers@pindfoundation.org to subscribe.

Table 6. Summary of selected interventions carried out by peace actors in Q4 2020 by location, type and results.

Peace actor/Location	Type of conflict issue	Outcome of interventions
Eric Okunima <i>Delta State</i>	Conflict between Police and Community	Successfully resolved a community conflict between the Police and the community young men in Ughelli North, when a forceful arrest of a suspect led to his serious injury, and was mistaken to have been dead, sparking a revolt in the community.
Iyowhose Pius <i>Delta State</i>	Community conflict	Successfully championed resolution of a heightened tension between the Ijaw and a community in Warri South LGA over a land dispute. He used stakeholder’s round table meetings and advocacy visits to the leadership of the local government to resolve the conflict.
Princewill John <i>Rivers State</i>	Cultism Rivalry	Mitigated a leaked planned reprisal attack on a rival cult group, after an initial clash between two cult groups in Ovim Street, Diobu, Port Harcourt. He organized a dialogue meeting which helped in resolving the conflict.
Ebiseni Adesola <i>Ondo State</i>	Community Youths conflict	Successfully mediated in a conflict between youths in Ijabomi Ese-Odo LGA junction, over illegal levies from tanker drivers. A planned attack by another youth group over none remittance of their own share was averted by working with the Police and community leaders to set up a police check point there. Now the leadership of the community has moved to stop the illegal extortion completely.
Okisa Ochemiebia <i>Rivers State</i>	Boundary dispute	Successfully managed a prolonged conflict due to a boundary dispute in Okirika LGA. Having seen that the tension was increasing by the day, he approached the “Amayanabo” – the community chief, with better ways to manage the conflict and it was heeded to.
Collins Usani: <i>Cross River State</i>	Community conflict	There was a conflict in Mkpani community, Ugep LGA of Cross River State among the youths. The case was reported to the community Chief. With their influence, the conflict which had resulted in the death of 8 people was resolved.

4. General Enabling Program

PIND's interventions fall under two distinct but interrelated program areas: (1) an Economic Development program focused on generating opportunities for pro-poor market development and employment generation; and (2) a Peace Building program that strengthens conflict resolution mechanisms for enabling integrated peace and economic growth.

An additional set of initiatives have also been designed to support, enable, measure and communicate the results and achievements of the 2 core pillars of Economic Development and Peace Building. These include:

- A capacity building that will build the service delivery and engagement capacity of business membership organizations, civil society organizations and communities.
- Advocacy that seeks to influence of policies, practices and programs underpinned by in-depth analyses and understanding of systemic constraints to growth in the Niger Delta region.
- A robust communications and outreach effort that enhances PIND's reputation through clear and consistent messaging via multiple channels, of its unique selling points, transformative approaches, impacts and learning.

PIND's General Enabling Program contributes to the following global Sustainable Development Goals:



This section shows key achievements in Quarter 4 of 2020 for all initiatives implemented under the General Enabling Program.

4.1 Capacity Building

Between 2012 and 2019, the PIND's capacity building program primarily focused on providing organizational development and institutional strengthening support to a wide range of organizations: government agencies, civil society organizations, business membership organizations and community-based service providers. During this period, PIND enhanced their capabilities to engage and deliver on their goals of increasing opportunities to diversify resources in addressing the needs of Niger Delta communities in an accountable, inclusive and sustainable way.

Following a re-alignment of PIND's strategic focus at the end of 2019, the capacity building program was re-purposed to advance the capacity strengthening efforts of the economic development and peace building programs. First, it would continue to strengthen institutional, organizational, and technical capacity of local development organizations in the Niger Delta to adopt the market systems approach. A critical outcome of the 2019 strategic planning process was the validation of PIND's adoption of market systems development (MSD) approach³³ to economic development by different stakeholders.

In addition, it would continue to strengthen capacities of stakeholders in the peacebuilding stratum on conflict prevention, mitigation and resolution to fortify peaceful environment for expansion of

³³ M4P is an overarching approach to development that provides agencies and governments with the direction required to achieve

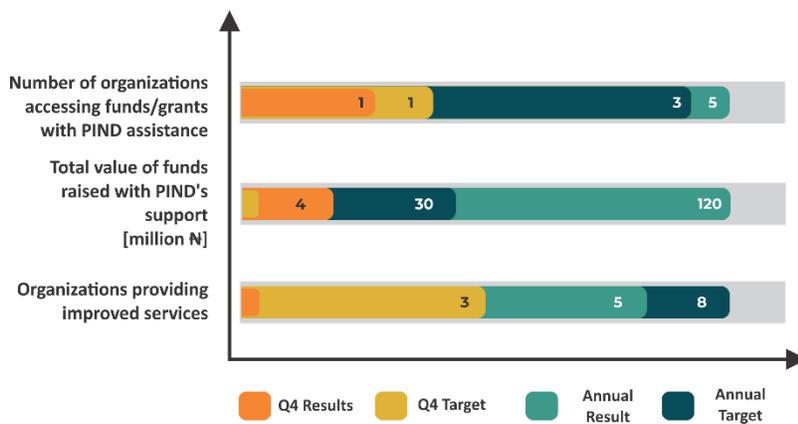
large-scale sustainable change by focusing on underlying constraints that prevent the poor from participating effectively in markets.

economic growth and development in the region. Different stakeholders in the region admit and endorse peaceful environment as a pre-requisite for development.

Work under this project within the reporting period focused on strengthening the institutions that support the Chevron’s Global Memorandum of Understanding (GMoU) and the Regional

Development Committees (RDCs) to play a leadership role in advancing targeted initiatives that will improve the quality of life of people living in the Chevron Nigeria Limited (CNL) fence-line communities. The program also provided mentorship and support to PIND trained co-facilitators and partners in ensuring that knowledge from training from previous quarters is effectively applied in improving their systems and projects.

Figure 9. Performance status of Capacity Building project as at Q4 2020



Sustainable Project Management Training for Chevron GMoU PPRC Committee

The PPRC plays a crucial role in the development of the communities under GMoU. It is responsible for reviewing all annual community development plans and budgets, validating project execution strategies, and monitoring outcomes. In general, they build the capacity of RDCs to manage sustainable community development. PPRC membership includes representatives from communities, government, NGOs and CNL. Government agencies may include the Niger Delta Development Commission (NDDC), State governments, Local Government Area Councils and NAPIMS, (or its successors) and other relevant Government Agencies.

PIND conducted an Organizational Capacity Assessment of the Chevron GMoU RDCs in 2018 to identify gaps and possible entry points for intervention. The assessment identified the need for the Chevron GMoU PPRC (Program and Projects review Committee) members to be supported with

training on Sustainable Project Management, implementation, and Monitoring.

The training was planned for Q4 2020, but was postponed due to safety concerns from the emergence of COVID-19 pandemic. However, within the reporting period, PIND worked with the CNL and the PPCD teams to review and finalize the training curriculum it developed in preparation for the training in January 2021.

Facilitating access to finance and market for rural women

PIND planned to support five coastal community-based associations to access business funds and new markets for their members as part of capacity building support to the RDCs. That was why in previous quarters, PIND engaged ZAL and CAD Consulting (BSPs) to support the women in Dodo River and KEFFES RDCs to access the CBN AGSMEIS loan. 162 and 30 women from KEFFES and Dodo River RDCs received training and support to qualify for the AGMESI loan.

They were also linked with the CBN for verification and required due diligence.

This quarter, the Capacity Building team continued to engage officials of the CBN Micro Finance bank as well as the Service providers to ensure timely disbursement of the loans to the women. The team also commenced engagement with the Itsekiri RDC to secure their buy-in and interest to participate in the scheme and equally linked them to a service provider to provide similar support to the women.

Progress report from the Dodo River and KEFFES RDCs linkages showed that the process has reached an advanced stage. Eight out of the 30 applications from Dodo River have been approved by CBN for payment to the tune of N12, 400,000 and is awaiting disbursement while the women from the KEFFES RDC have also been interviewed for clearance and approval.

Assisting local organizations to access funding to provide community-responsive services

In Q4 2020, PIND continued to mentor organizations that participated in the 4-day virtual training course on resource mobilization and proposal writing conducted in the previous quarters.

Within the reporting period, one of the trained organizations, Family Welfare Development Foundation reported that they have been able to implement sustainable projects and generate income to sustain their core activities. They had funding of N4, 896,000 from the World Bank Vulnerable Groups Investment Program through the Community Social Development Agency (CSDA). Therefore, the total value of funds raised with PIND's support under capacity building was 121,176,000 Naira in 2020, surpassing the year's target of 30,000,000 naira.

4.2 Advocacy

Facilitating the development of well-structured and articulate State long-term development plans and influencing policies are examples of ways to catalyze equitable, inclusive and sustainable economic growth. The principal focus of the advocacy project in 2020 was to promote, inform and influence policies and approaches that foster productivity increases and inclusive, equitable economic opportunities for

businesses, State Governments, and Federal institutions and agencies operating in the Niger Delta, thereby contributing to the achievement of SDG 8.

PIND conducted two report dissemination sessions in the 4th quarter of 2020 namely the Public Validation of the Abia State Long-Term Development plan, which held virtually with over 43 participants, and the Access to Land Research stakeholder dissemination workshop which featured farmer groups, community heads, government representatives, etc. held in collaboration with the Edo State Government in Benin City on 26, November 2020.

Influencing State government's policies, strategies and actions

Abia State Long-Term Development Plan:

The Abia State Long-Term Development (2020-2050) has now been completed, incorporating four policy briefs on PIND's Advocacy issues namely, Multiple Taxation and Illegal levies on small businesses, Access to arable Land by smallholder farmers, a Demand-led model to tackling Youth Unemployment, and a Holistic Peace and Security Framework for the Niger Delta Region.

Following the completion of the plan, The Abia State Government, supported by PIND, organized a Public Validation session that took place on Monday, 23rd November 2020. The session, which was held virtually via Zoom, brought together attendees from Academia, Government, Private sector, and Donor agencies. 43 participants were carefully selected and encouraged to review the Long-Term Plan document and recommend necessary changes to the document as it was being prepared to be launched in the first quarter of 2021.

The Abia State Plan is a credible working document that will help to promote sustainable development and sectorial economic growth. The Plan, when implemented, will generate economic opportunities and improved living standards for the people of Abia State. The plan adopts a bottom-up approach and encourages an inclusive and sustainable approach to the development of the State. The entrenchment of good governance in the plan creates a good platform for its implementation which should be emulated by other States in the Niger Delta and across the country

in general. It incorporates a socio-economic framework that helps to lay a solid foundation for sustainable poverty reduction through inclusive growth and wealth creation.

Edo State Long-Term Development Plan:

A final draft of the Edo State Long-Term Development Plan was produced at the end of the quarter. This was achieved with the support of a subject matter specialist recruited by the Edo State Ministry of Budget and Economic Planning to help the various MDAs articulate their long term goals and strategies. This project which commenced in 2019 is gradually coming to a close. This is coming at a time when there is an increased awareness of the importance of long-term planning as a strategy for sustainable development across Nigeria. The current trend is that state governments are hoping to access support both at the national and global levels with a well-articulated long-term strategic growth plan.

PIND has supported Edo State with project management and technical skills in articulating this draft plan. A lot of effort also went into supporting the State to identify and recruit subject matter specialists on all the thematic development sectors the State expressed interest in. Efforts were also made to tap into the robust resources of the large Diaspora community of the State.

Throughout the process, there were regular consultations with the State's Chief Executive, Governor Godwin Obaseki, who graciously approved N20, 000,000 to support the Central working group liaising with the MDAs to collect data for the articulation of the plan. PIND also worked with the Governor and his team to organize a civil service-wide training on the value of a long-term plan and development of a long-term plan manual that would be used to guide the implementation of the plan as well as a reference document for future development. The long-term plan would be finalized in the first quarter of 2021 if there continues to be a stable political environment in the State.

Advocating for access to arable land by Smallholder Farmers

An empirical study was conducted on the issues restricting access to agricultural land in Delta, Edo, and Ondo States. This study revealed the state of

affairs in access to agricultural land in the three states covered. It is particularly revealing that many of the States were not doing enough to assist the real farmers in expanding their farming businesses. They are not doing enough in assisting some vulnerable groups such as unemployed youths and women in their quest to access agricultural land for productive ventures. As for the big investors with sufficient resources, the story is different as they can access significant land with the assistance of the state governors. In general, the three states acknowledged the fact that access to land is a big problem and binding constraint in agricultural production.

Findings from the study revealed that, many capitalists and prospective investors are not serious about investing in agriculture but "land grabbing"; many agricultural lands under cultivation in the three states have no official title whatsoever; big investors provide input to small-scale farmers under an out-growers arrangement where they offtake the final produce. The key recommendation is that instead of allocating land based on proposals, allocation of land should be contingent upon documentation of investor's equity contribution based on evidence from the bank account statement and banker's guarantee; this will make such land allocation to corporate entities more effective and realistic.

During the quarter a validation workshop was organized which hosted 40 participants drawn from the agriculture sector across the three States. The workshop was held in Benin, Edo State in collaboration with the Edo State Ministry of Agriculture and Natural Resources. Participants were drawn from the private sector, community leaders, government, and academia.

Supporting Private Sector Investment in the Cassava Value Chain in Delta and Edo States.

PIND through the Advocacy Team is facilitating collaborative efforts with private sector investors and the State Ministry of Agriculture in Delta and Edo States. The collaboration aims to increase the production of cassava products for export to the international market. Based on the comparative advantage of massive cassava production in the Niger Delta, there is a growing interest in supporting cultivation, and processing. While the investors are

looking to invest in modern processing technology, capital, and value addition and expanding the market, PIND is rallying government support to access land for the proposed initiative.

The idea is for the government to engage communities to provide land and farmers while PIND would collaborate and provide support to the investors in the management of the out-grower schemes with best farming practices proved in the course of her work. So far, the Delta State government has expressed willingness to provide 10,000 hectares of land for this initiative. During the 4th quarter of 2020, the Advocacy Team engaged senior government officials including the Chief Economic Advisor, Commissioner for Agriculture, Senior Advisor on Trade and Investment, and the Chief Job Creation Officer of the State. Going forward, a MoU would be developed to guide this tripartite partnership to clarify roles and responsibilities to ensure success.

Collaborating with Peace Building on advocating for the establishment of a South-South Security Outfit

PIND, NDPI, and Fund for Peace (FFP) co-organized a virtual roundtable on Thursday, 28 October 2020 themed “Building on Success for a Holistic Niger Delta Security Framework in 2021”. Ambassador John Campbell (Ralph Bunche Senior Fellow for Africa Policy Studies, Council on Foreign Relations), Nkasi Wodu (Peacebuilding Program Manager, PIND Foundation), and Nate Haken (Programs Director, Fund for Peace) were the three speakers at the event attended by 56 key stakeholders including representatives from Government, Donor community, Civil Society, Academia, to mention a few.

PIND leveraged the session to showcase its Early Warning Early Response (EWER) framework and the diverse range of interventions implemented by the Partners for Peace (P4P) Network. The Ministry of Niger Delta Affairs and BRACED Commission, who were both in attendance, were urged to work with all stakeholders while designing a Security framework for the region.

The Advocacy team worked closely with PIND’s Peacebuilding unit to make the roundtable series a

success. A Stakeholder map and Engagement Strategy was developed to ensure that the right crop of stakeholders was at the session and advocacy followed-up to ensure that they joined the roundtable. An advocacy strategy to guide continued engagement was developed as a direct result of the roundtable.

4.3 Communications

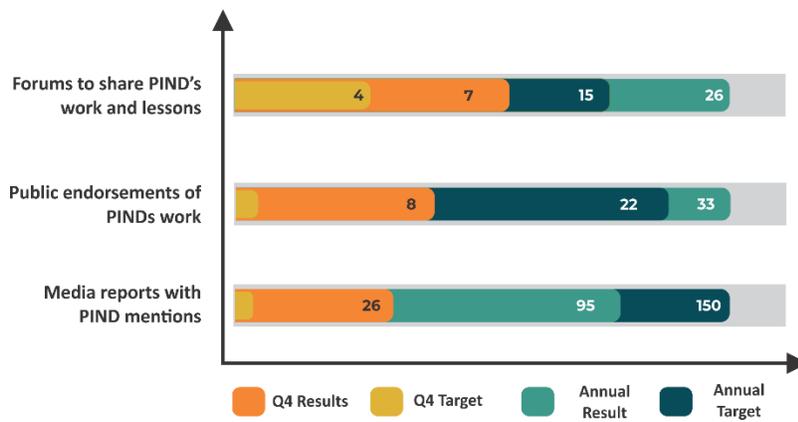
PIND’s communication activities are targeted towards upscaling the visibility of the Foundation by getting people to know about PIND, talk about PIND, and engage with PIND so its reputation can become stronger to attract target stakeholders to support PIND’s cause, partner with PIND, fund PIND’s programs and replicate PIND’s proven models.

The fourth quarter of the year saw the total lifting of the lockdown across the country and the region due to the COVID-19 pandemic. An era of adapting to the 'new normal' in the workspace and the world at large began as organizations returned to ‘not so regular’ operations.

PIND’s communications unit continued its social responsibility of reporting incidents of COVID-19 within the region to provide information on regional incidents of COVID-19, state hotlines, and other relevant resources gathered from global and national health authorities such as the Nigerian Centre for Disease Control (NCDC) via the Foundation’s social media platforms and the PIND website.

Some specific PIND models, knowledge products, organizational updates, and social issues actively promoted during the quarter include: 2019 Annual Report, Q3 Progress Report, and the conflict trackers in the fourth quarter of the year. Information from the PIND knowledge products such as the PIND conflict trackers provides information of conflict trends in the region gathered through analysis from the PIND P4P Peace Map as an early warning early response tool for the region’s stakeholders.

Figure 14. Performance status of Communications activities as at Q4 2020



Increasing awareness of PIND among stakeholder groups through digital and mainstream media

Through PIND's communications efforts during the period in review, an additional 169,715 and 232,348 individuals, gained awareness about the Foundation through PIND's digital media platforms and mainstream media respectively, bringing the total number of individuals with new or increased awareness about PIND, its work, results and approaches to 4,013,239³⁴ individuals which is 92.1% of the year's target of 4,358,289 persons.

Some specific PIND models, knowledge products, organizational updates, and social issues actively promoted during the quarter and their reach and engagements with stakeholders include the following:

1. Social Media:

In Q4, a total of 367 new content were posted about PIND and related topics across PIND's social media platforms: LinkedIn, Twitter, Facebook, Instagram, and YouTube. The posts reached 158,350 people who viewed them and became either more aware of, or newly aware of PIND, its programs, and its activities. The addition of 717,449 people reached in the earlier quarters brings the total number of persons reached through social media so far in the year to 875,799, surpassing the annual target of 306,000.

³⁴ Digital media = 927,579, while mainstream media = 3,085,7555, total reach = 4,013,239

2. Newsletter:

PIND produced and disseminated 4 newsletters communicating PIND's programs and project activities, models, results and events such as forums where PIND shared its knowledge during the fourth quarter of the year. New subscribers who wanted to gain frequent knowledge of PIND and its programs or projects activities through the newsletters grew by 45 persons in Q4 thereby cumulating to a year-end figure of 249 new subscribers to the PIND newsletters in 2020, as against an annual target of 100 new subscribers set at the beginning of the year.

The disseminated newsletters achieved a combined average opening rate (percentage of recipients who open and read the newsletters) of 21%, and click rate (percentage of recipient readers who click on links within the newsletters) of 1.9%. This was close to the average industry rate of 25% opening rate and 2.79% click rates for non-profits benchmarked by MailChimp.

3. PIND Website:

Website tactics for Q4 continued with the strategic re-purposing of and dissemination of PIND and partners' knowledge resources available for downloads, keeping stakeholders updated with PIND news and information in real-time and on improving search engine optimization (SEO) and referrals to the website. In Q4 2020, 11,298 new website visitors

were recorded thereby bringing the year-end number of new visitors to the PIND website to 50,930 persons who have gained more awareness about PIND or learned about PIND for the first time through the website, against the target of 52,020.

4. Email Enquiries:

Following consumption of the content shared on the website, newsletters, and social media platforms, PIND received a total of 22 email inquiries from target audiences in quarter 4. Added to 653 received as at Q3, the sum of enquiries from the public stood at 506, above the annual target of 169. The increasing public enquiries indicates a strengthened position of PIND as a go-to organization for economic development and peacebuilding programming in the Niger Delta.

Table 7. PIND’s website performance summary in Q4 2020.

11,298	New visitors learned about PIND for the first time. So far, 50,930 new visitors have learned about PIND and its programs.
24,352	Repeat visitors returned to learn more about PIND. So far the total number of visits to the PIND website in the year 2020 was 118,288 with most of the new and repeat visitors attracted from high donor countries like the USA, United Kingdom, South Africa, and India among others including the Nigerian audience.
21	New content about PIND and partners shared.
118,288	2020 overall views of posted content and the ‘About PIND’ page that increased awareness of PIND.
5,731	Overall 2020 downloads of PIND’s knowledge products to learn more, making PIND a thought-leader.

Mainstream Media

During the fourth quarter of the year, the Communications unit leveraged the vast reach of mainstream media to reach PIND’s target audience who may not be consumers of information via digital media but rather are avid consumers of news and information from the mainstream or traditional media. Also, the Unit facilitated the mainstream media broadcast of 2 key advocacy events during the quarter such as the visit with the Governor of Abia State by the PIND Directors to present the Abia State long term plan as well as Gender-based advocacy, commemorating the 16 days of activism against violence on women and girls.

This led to the publication of 26 positive mainstream media mentions of PIND and 232,348 individuals were reached via the mainstream media with key messages about PIND, its program and project activities bringing the total number of persons reached through print, radio, or television broadcast with messages about PIND to 3,085,755 persons 77% of 4,000,000 targets via mainstream media for 2020.

5. Public Endorsement of PIND:

In Q4, the value of PIND’s work was evidenced through public endorsements as the Foundation earned 8 public endorsements during the period, an addition to 25 public endorsements received from the previous quarters, making a total of 33 public endorsements of PIND’s work and results in the Niger Delta against an annual target of 20 public endorsements. Most of the public endorsements came from PIND project participants, validating the impact of PIND’s work in the region and strengthening its position as the go-to organization for socio-economic development in the Niger Delta.

4.4 Gender Equality and Social Inclusion

PIND’s commitment to gender and social inclusion underpins efforts the organization is making to achieve greater gender equality as a key pathway towards sustainable poverty reduction and shared security and prosperity in the Niger Delta. By many measures, the last strategic phase marks a watershed period in PIND’s efforts to advance gender equity in its programming. With the adoption of a new strategic plan, PIND is committed to a renewed and more ambitious development in the Niger Delta.

At the center of PIND’s 2020–2024 strategic plan is the achievement of gender equality and empowerment of poor women and girls, persons with disabilities and most vulnerable population.

Steering women’s economic empowerment

PIND has a target for enabling at least 60,000 women with increase in their income. Therefore, women’s economic empowerment is still positioned at the core of PIND’s economic development implementation activities. Efforts are being made to:

- drive a process which will lead sustainable market reforms that are based on increased inclusion of women by ensuring institutions are better informed and equipped to respond and adapt to women’s priorities in the short and long terms;
- stimulate voice, choice and control for women to be an integral feature of PIND’s work, with the aim of raising the agency of poor rural women in their households and communities;
- establish pilot schemes to test innovative approaches to engaging more women in

profitable markets and evaluate these with the aim of replicating those which show the potential for greatest impact.

In Q4, outreach and adoption continue to expand steadily, and this is coming from both direct and indirect sources. Existing partners, service providers that crowded-in and farmers that took part in demos, exposed 3,466 out of a total of 8,834 direct female farmers to improved system constituting 39.2%. Overall in 2020, women farmers constitute 39.05% of those exposed to good agronomic practices.

5. Challenges and Lessons Learned

Challenges

1. The significant reduction in physical oversight functions of the field activities due to the prolonged effect of COVID-19, was detrimental to cross-learning and direct feedback from participants and support to partners. It also hampered the speed of the quarterly field data quality assurance processes, and field implementation reviews with the partners. Nevertheless, the program team devised several means of field verifications, as well as building the capacity of the implementing partners for increased delivery via the use of technology and virtual platforms in project implementation.
2. For the NDYEP team, the 'new normal' occasioned by the COVID-19 pandemic has been very challenging in terms of managing multiple on-line sessions, and ensuring participants comply with safety measures during physical meetings. Also the closure of some companies identified for job/apprenticeship linkages due to COVID-19 pandemic has delayed absorption of qualified participants.

However, the NDYEP team has worked with the partners to build resilience in coping with the effect of the COVID-19 pandemic. Despite increasing the cost of training, some partners have hired additional trainers and support staff to manage multiple sessions.

3. Under the Peace Building program, some GMOU-specific activities, such as the planned training of conflict monitors could not hold as a result of delays in coordination with GMOU Team Leaders. However, communications with the GMOU Team Leads is still ongoing to move ahead with the planned activities
4. As part of our Advocacy effort in 2020, we set lofty targets for funds leveraged but the onset of the Covid-19 pandemic had an

adverse effect on the results for the year. Not only did the pandemic slow down the pace of interventions, the funding landscape was also affected as most donors focused their resources on addressing the health impact on the pandemic.

5. The lockdown and general restrictions imposed by government as a result of Covid-19 brought about adaptations and change in the way services were being delivered and several engagements and activities were moved online. However, up to 70% of our partners in Government MDAs were yet to come to terms with this new reality imposed by the pandemic as they were yet to acquire the necessary tools and competencies to be able to operate virtually.

Lessons Learned

1. Getting Partners to understand the process of facilitation and how to apply the skill in rolling out field activities, contributed to achieving significant results this quarter. Partners who were hitherto sluggish despite having requisite skills, were supported to fully grasp the incentive to launch out and have now become champions of PIND's business model.
2. A key lesson learned during this period was that the PIND internal GMOU secretariat has improved synergy between Economic Development and Peace Building teams. We expect to build on this moving forward.
3. Strengthening post-training linkages between the NDYEP participants, the Partners, and other private sector organizations, especially enterprise development, will be more impactful given the very limited availability of government waged employment opportunities.
4. For sustainability of the youths' skills development program, the role of all tiers of

government is crucial, as unemployment rises in Nigeria, especially due to Covid-19 crisis.

5. From the Stakeholder Engagement Tracker, it was obvious that during the lockdown, engagements continued almost unabated. This is a testament to PIND's resilience and

ability of Staff to adapt program activities. Also working with relationship managers to reach different categories of stakeholders helped organize virtual roundtables.

6. Regular follow-up of partners on an official and unofficial basis helped to build relationships.

6. Program Management

Organizational Sustainability

As part of its effort to diversify and expand its income through fundraising activities, PIND explored the possibilities of expanding PIND's presence in new markets to ensure that any potential expansion in the future is strategic and impactful. This quarter, PIND made progress with the Energy Access to Prosperity proposal, submitted to USAID in Q3 2020. The proposal, which was jointly developed by Bechtel, NDPI and PIND is for a five-year project, which aims at installing 50 solar mini-grids in the Niger Delta. An estimated sum of US\$17.5 million has been budgeted for the project and a coalition of 12+ US corporate partners have also been put together to collaborate on the project. As such, USAID gave a pre-approval of a preliminary funding of US\$300,000-\$400,000 to kick-start the project; being the first tranche of support and more funding could be made available as project progresses and details of financing vehicles (Special Purpose Vehicle, SPV) are sorted out.

During the quarter, PIND also advanced discussions with Dufil Foods and secured an approval in principle following a concept note that was submitted in previous quarter. The project is aimed at guaranteeing the supply of Cassava to Dufil's newly acquired processing plant. Dufil Foods, makers of Indomie Noodles recently acquired a 2,000- hectares of land for its processing plant, and requires at least 60Tonnes of Cassava daily. PIND will leverage its network of smallholder cassava farmers to support Dufil in building its supply chain. While Dufil anticipates cassava supply from both Edo and Delta States, the latter (Delta) was agreed as pilot location.

In line with PIND's marketing efforts on income generating services, the business development page

was created on the PIND website <https://pindfoundation.org/our-services/> and content for one-pagers were developed for the four services, namely:- out-growers' scheme development program, analysis and special studies, project management and human capital development.

Measuring change, learning and generating knowledge

During the quarter, PIND updated the newly developed framework for measuring and estimating the impact of the interventions on the farmers and businesses reached for the entire 2020.

The new approach was designed to replace the annual impact assessments usually being carried out in the second quarter of each year before reporting. It was necessitated by the need to address the following shortcomings: the cost to make surveys and quantitative analysis representative is really high; quality improvement burnout caused by intra-sector assessments traffic and the continuous expansion of PIND's outreach and scope of coverage. Specifically, for 2020, this approach was useful in estimating our results despite the effect of the restrictions due to Covid-19 pandemic in the region.

The framework developed multipliers for the various impact indicators from prior years' assessments which would be complemented with data from the regular field monitoring of the outcomes from the intervention activities to estimate the impact level changes. The framework also provides for a mid-term and end-term impact evaluation over the five-year strategic period to further evidence and validate the projected impact results.

Each agricultural sector worked with the service providers, input companies, agro-dealers, and other implementing partners to carry out outcome

monitoring activities to track the changes in knowledge and practices of the adopting farmers/MSMEs as well as determining the adoption rate. With the adoption rate gotten from the monitoring, the multipliers were used to update the overall estimated strategic results for farmers/MSMEs reached in 2020. The analysis also discounted the impact of Covid-19 on sectors that witnessed significant disruptions.

Organizational effectiveness, health, safety and security

PIND has had difficulty getting some of its workforce to connect from their homes to do telework in the scenario of the Covid-19 pandemic. The implemented solution was fast and effective: more mobile data was provided to the whole team, and uninterrupted connectivity of devices irrespective of increased online work pattern was ensured.

New features were deployed on the PIND Integrated Platform: a training app and the reward and recognition to be used for performance management purposes. Other features currently being tested are:

- assets register: to enable migration of PIND’s asset register online
- maintenance request: to ease the tracking of assets and associated maintenance costs
- ticketing: to automatically generate tickets when users request for support. The requestor can easily track the level of progress of his/her request.

The Standard Operating Procedures (SOP) adopted by PIND when its offices in Abuja, Warri and Port Harcourt were opened by 05 October 2020 to contain the spread of the COVID-19 are still in effect. The seating arrangement in open spaces were altered to maintain a two-meter distance from other staff and working side-by-side or back-to-back. Also, use of face mask became compulsory for all personnel. Throughout the quarter, the operations and security team was active in the face of changing political landscapes across the region and strengthened the Foundation’s willingness to take calculated risks based on informed analysis, advice, and technical inputs. PIND continued to invest resources to safeguard staff lives and well-being, especially those that travel a lot. As a result, there was no vehicle accidents or travel-associated incidents recorded during the quarter.

Project support services

PIND’s procurement and contract administration services during the quarter ensured that procedures, processes, protocols, and systems were adequately utilized as per PIND policies and procedures, including the new policy on sole sourcing of service providers. A good mix of PIND contracting instruments were used during the reporting period.

Between January and December 2020, PIND committed 449.23 million Naira through 97 contracts/grants. There was more use of Service Orders and Grant Agreements as contracting instruments compared to the others. (Table 8).

Table 8. Contracts awarded during the reporting period in their types, total amount and by gender.

Instruments	Number processed	Total value committed	Total value committed by gender			Organization/Companies		
			♂ value committed	♀ value committed				
Professional Services Contract	15	₦123,340,000	5	₦44,320,000	-	-	10	₦79,020,000
Services Order	34	₦119,680,000	7	₦27,380,000	7	₦18,620,000	20	₦73,680,000
Purchase Order	5	₦2,380,000	-	-	-	-	5	₦2,380,000
Master Services Contract	2	₦2,050,000	-	-	-	-	2	₦2,050,000
Grants	38	₦114,520,000	7	₦7,150,000	-	-	31	₦107,360,000
MOU	3	₦87,260,000	-	-	-	-	3	₦87,260,000
Total amount committed	97	₦449,230,000	19	₦78,860,000	7	₦18,620,000	71	₦351,750,000

7. Looking Ahead

Priority actions for next quarter

In Q1 2021, the **market development project** will be working to:

- Facilitate access to finance for fish farmers in collaboration with Sombreiro Kapital, improving the livelihood of processors in the GMOU communities, and also monitor the progress of the hatchery operators and outreach activities of the service providers.
- Provide the necessary support to Input companies, agro dealers and farm service providers to continue to scale-up of productivity improvement activities; and focus on improving access to quality cassava seeds and establishment of Out-grower schemes.
- Work with partners (input companies, off-takers, technology companies, and farm service providers to further upscale demonstrations on improved practices and technologies to reach an additional 2,000 direct cocoa farmers.
- Develop a campaign strategy for promoting improved oil palm seeds to increase awareness of its availability amongst farmers in the Niger Delta. Also, onboard farm service providers and link to oil palm business membership organizations for training on BMP and monitor the sales of improved processing and harvesting technologies.
- Organize 1 promotional activity with Zygos Nigeria Limited (Drug Manufacturing Company) to promote vaccination of birds; engage and onboard at least one new input company to expand supply of improved feeds in the region, as well as supporting and monitoring the activities of VLDs and PSPs.
- MSME Development and Linkages project will focus on supporting and tracking the activities of BSPs to reach 500 MSMEs. Also support BSPs to organize at least one business linkages forum.

Based on the extension of **NDYEP project** end date from 31st December 2020 to March 2021, PIND will

- Launch the challenge funds to support viable enterprise start-ups through use of uncommitted NDYEP funds
- Continue engagement with state governments; hold meetings and carry out learning visits to projects states and share lessons to promote adoption of NDYEP framework
- Complete end-line project evaluation
- Deepen relationship between NDYEP Implementing Partners and the Akwa Ibom State Government Directorate of Marketing and Branding Management
- Convene Advisory Committee Meeting
- Share LMA Report and organize stakeholders meeting towards Design of YEP in Delta State

Under the **peace building program**, PIND will continue to build institutional capacity of the P4P Network; supervise implementation of the OSF project and produce conflict briefs and trackers.

Following the demonstration of models on decentralizing access to energy solutions for rural/coastal communities, under its **access to energy project**, PIND will implement the Chevron's access to energy grant in three GMoU communities, provide project management support to the Ilaje RDC on its solar mini-grid projects across two communities; facilitate business relationships between two energy developers and two GMoU communities for the purpose of establishing power purchase agreements.

And for the **advocacy project**, PIND will

- Continue to support sector-specific policies and overarching development strategies – agriculture policies for Delta and Ondo States and long-term development plan for Edo State. Support the launch of the 30-year Growth and Development Plan for Abia State.



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