



# MARKET DEVELOPMENT IN THE NIGER DELTA

## EDO STATE INVESTMENT PORTFOLIO (ESIP)

2019 | Learning Event

Friday 6<sup>th</sup> Dec, 2019



# Presentation Outline



- Overview of Feed Finishing: Background, Constraints, Intervention Area
- The Feed Finishing Business Model
- What we accomplished
- Learnings
- Exit Strategy





## Overview: Background



### What is Feed Finishing?

- An intensive system of Livestock fattening young animals between 1 & 2 years (proper housing)
- Entails a cycle of 45-50 days (average weight gain of 0.3kg/day, adding 15kg in 45-50 days)
- Improved techniques in housing, feeding and health management (best management practices)
- Produces healthier premium meat and more profitable enterprise (at least 25% returns on investment)

### Key Actors in Feed Finishing

- Feed companies
- Para-vets
- Small Ruminant Farmers (SRF)
- Off takers (Markets)
- BMOs

### Partners

- Animal Care Services Konsult
- Para-vets (MANR/ADP)
- Edo Exporters Cluster
- Livestock 247





## Overview: Constraints



**Demand in Edo:**  
2000 Goats &  
Sheep/day  
730,000/annum  
N13bn



### **Supply from within Edo:**

< 10% of demand

MADE sought to change the Knowledge, attitude and present practices of feed companies, service providers and Agripreneurs to bridge this supply gap, improve productivity, increase profits and income and reduce the incidence of emigration through improved livelihoods



## Constraints

- Lack of awareness on existing business opportunities in Feed Finishing**
  - Lack of knowledge on alternative and better feeding and husbandry techniques and practices that will make animals attain market weight quicker with better quality
  - No Extension services provision for feed finishing practices
- Lack of Input Service and Markets demand stimulation**
  - No vaccines/induction services and feed supply by feed companies



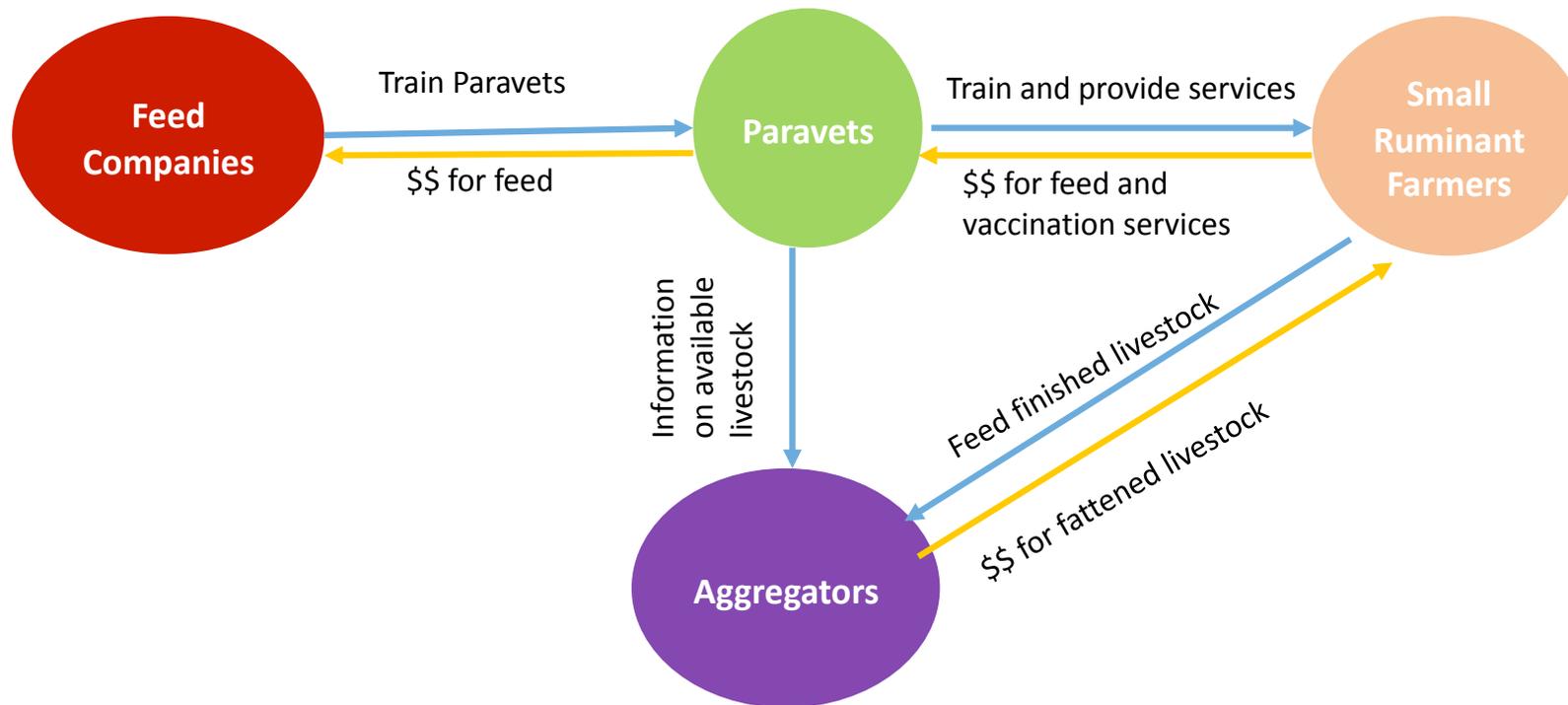
## Intervention areas



**Intervention Area :** Improving Access of Small Ruminant Farmers to Modern feed finishing techniques and practices, and quality Inputs by Improving capacities of Veterinary Service providers (Para-vets).



# The Business and Incentive Model of Feed Finishing





# Pilot Achievements



## What we have accomplished

70 trained paravets offering training, commercial veterinary and extension services to over 6,000 trained farmers.

Animal Care invested £60,752 in feed production equipment, ToT, Feed distribution, vehicle purchase etc. (22 tons sold between Feb and Dec 2019)

Edo Exporters Cluster taking initiative as a strong advocate and investing in establishment of a livestock farm to prove the profitability of the model



# Learnings



- The duration of implementation influences the choices of partners for piloting interventions
- Working with partners with local knowledge & information who already had knowledge and information in the sector increases the success ratio
- It is important to identify and work with partners that have the incentive to continue to play such roles
- Formation of clusters raises adoption rates among small holder farmers
- Profile of beneficiaries is a key driver of adoption
- While stimulating the supply markets to work for the poor we must ensure that the demand side is stimulated to sustain the supply chain



## Learnings



- There is need for private sector participation in the supply of vaccines needed by small holder farmers in the ruminant sub sector
  
- Providing market access to encourage adoption by new entrants in the market
  
- Gender
  - a. Proper analysis and targeting is needed to ensure adequate gender mainstreaming
  - b. Using women based organisations makes it easier to reach women playing at different levels of the value chain



# Learnings



## ➤ Training

- a. Training of service providers should include enterprise management and practical demonstrations to consolidate learning and eliminate the need for re-training
- b. Training of farmers should not only focus on technical knowledge but include enterprise management



## Feed Finishing : Exit Strategy



### Exit strategy

- Disseminating the business model to increase participation of farmers, paravets, feed companies and other actors into feed finishing of small ruminants
- Market Linkage for farmers to alternate markets
- Fodder farming as a complement to supplementary feed





*Thank You*

