



# FOUNDATION FOR PARTNERSHIP INITIATIVES IN THE NIGER DELTA

## PALM OIL VALUE CHAIN

### OVERVIEW

- The palm oil value chain intervention has focused on stimulating best management practices, improving access to palm oil seedlings, stimulating harvesting technologies, and improving processing equipment. With these interventions, we hope to increase the productivity and income of farmers and small processors in the region by utilizing the systems approach driven by incentivized agro-dealers, fabricators, input companies, and palm seed nursery operators and producers (SDG 8).

Poor-quality palm oil seedlings have led to lower incomes for farmers and created a supply-and-demand gap in the sector. Therefore, PIND has been building the capacity of private nursery operators by linking them to sprouted nut-producing companies to forge a steady supply chain for improved seeds for palm oil farmers.

### OBJECTIVES

- Improve the productivity of farmers through the introduction and adoption of improved seeds and best palm management practices, leading to increased yield.
- Increase the income of farmers by the introduction and adoption of improved processing and harvesting technologies.

### APPROACH

- PIND works with market actors (input companies, agro-dealers, and farm service providers (FSPs) to provide information, training, and access to inputs through training and demonstrations of improved practices. We also work with seed producers and nursery operators to promote the adoption of improved seeds amongst farmers in the region. PIND trains and engages with fabricators and equipment sellers to promote the use of improved technologies in the region. We work closely with our highly resourced Planning, Monitoring, and Evaluation Unit to track progress and receive early warning signals.

### PRODUCTS & SERVICES DEVELOPED

- Successful out-grower Scheme** to link large processors to smallholder farmers
- Administered Business Finder's Model** to ease the linkage between credible seed producers and farmers.
- Farm Service Providers (FSPs)** to improve quality access to services by farmers

### STRATEGIC TARGETS

- Reach 69,800 additional farmers for a total of 43,333 expected to benefit from our provisions to increase income by an additional NGN 15.82 billion
- Leverage NGN 1.9 billion is expected to be leveraged into the VC and create 13,500 jobs
- Achieve a 40% gender target
- 200 market actors/service providers engaged to facilitate training actively and supply improved stems and farm inputs and 40% gender target

### OPPORTUNITIES

- Opportunities within the value chain are endless. We seek partnerships with large processing companies to continue expanding our out-grower scheme and facilitating access to finance to more farmers at a single-digit interest rate through support to Sombreiro Kapital (SK)

### PIND'S INVESTMENTS

- NGN 293 million was spent on intervention activities from 2013 to 2020.

### KEY ACHIEVEMENTS

- More than 54,200 reached through farmers' adoption of improved farm practices, harvesting technologies, and processing technologies.
- NGN 19.4 billion additional income by oil palm farmers/processors who increased their productivity and sales due to access to services, adopting best management practices (BMP) and technologies
- NGN 7 billion investments leveraged from farmers/MSMEs through adoption of improved practices and technologies
- Over 6,700 new jobs created
- More than 3,800 improved technologies (such as harvesters, processing mills, etc.) purchased in the region
- Over 40 percent improved extraction rate by farmers by using improved processing technology.

### PARTNERS

- NIFOR • GHANA SUMATRA • NPPAN (NATIONAL PALM PRODUCERS' ASSOCIATION OF NIGERIA)
- PALM ELIT CIRAD • PRESCO PLANTATION • SOLIDARIDAD • WILSTON VENTURES
- TEXMACO • LOCAL FABRICATORS AND AGRO-DEALERS

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