

SUSTAINABLE TREE CROPS PROGRAM (STCP) PILOT PROJECT NIGERIA

Project: Sustainable Tree Crop Program (STCP)-Nigeria

Component: Association Strengthening

Executing Partners: Enterprise for Development International (EfDI)

Activity Number: 1.1

Activity: Mobilization of Farmers and facilitation of group activities

Objective(s):

To establish Tonikoko Farmers Societies (TFS) and Tonikoko Farmers Union (TFU) as legal entities

Background/Justification:

Over the past two decades, Nigerian cocoa has fallen in quality and quantity with observed low potential for sustainability. Redressing these issues require empowering the farmers through the formation of primary societies like the TFS at village level and an umbrella organization such as the TFU. The TFU is to provide services that will enable farmers to produce good quality cocoa in an environmentally responsible and sustainable manner.

Location/Target Group:

The pilot project is being carried out in three Local Government Areas (Ile-Oluji/Oke-Igbo, Ondo East and Idanre/Owena LGA) in Ondo State. This location is known to be the highest cocoa producing area in Nigeria

Methodology/Implementation Strategy:

The lead executing partners and identified technical experts in association strengthening support the TFU in the process.

Expected Results:

- Ratified bye-laws, elected and functioning officers and registration of TFU

Milestones:

- Establishment of relationship with contact persons
- Group formation
- Admission of societies into the Tonikoko Farmers Union
- Operationalization of bye-laws
- Election of Executives

Key Findings to Date:

Results:

Eighteen societies with members ranging from 30 to 100 each have been formed across the three local government areas. Thirteen of the TFS with total membership of 704 which have met all the necessary conditions for registration have been registered with TFU. All

the registered members of TFU have been issued with membership identity cards through their societies.

The bye-laws governing the TFS and TFU have been ratified and printed in booklets. They are distributed to members at a fee. The bye-laws make provision for the following executive positions: President; Vice President; Secretary; Financial secretary; Treasurer; and Public Relation Officer. Election has been held to fill all the offices.

A register has been developed to track necessary information on each farmer. The secretary in each society maintains a register of members. The registers contain information of members, which include gender, age, farm size and date of registration.

Constraints:

- Access to the villages is often hindered by bad roads and frequent fuel scarcity in the project area and sometimes farmers were not available on meeting days as a result of their busy schedules on the farm.
- Lack of consensus regarding the registration of TFU. Legal opinion favored registration as a cooperative, while TFU members preferred registration of TFU as a company limited by guarantee. However, consultation is still on-going with the lawyer, TFU and other network members.

SUSTAINABLE TREE CROP PROGRAM (STCP) PILOT PROJECT NIGERIA

Project:	Sustainable Tree Crop Program (STCP)-Nigeria
Component:	Association Strengthening
Executing Partners:	Enterprise for Development International (EfDI)
Activity Number:	1.2
Activity:	Development of Training Manuals and Training of TFU Members in Business Management, Market Information Gathering, International Marketing Principles, Negotiation Skills, Contracting etc.

Objectives:

To develop the capabilities that will strengthen TFU's internal governance, financial capacity and business management.

Background/Justification:

This activity is aimed at equipping the farmers with managerial and entrepreneurial capabilities in the running of their agribusinesses. There is also need for their understanding of market dynamics, negotiation skills and contracting principles for their dealings with cocoa traders and exporters.

Location/Target Group:

The pilot project is being carried out in three Local Government Areas (Ile-Oluji/Oke-Igbo, Ondo East and Idanre/Owena LGA) in Ondo State. This location is known to be the highest cocoa producing area in Ondo State and in Nigeria

Methodology/Implementation Strategy:

- Selected TFU members, pilot project staff and other network resource persons will be trained
- TFU members will be taught how to use the developed training manuals on a day to day basis for their development.

Expected Results/Deliverables:

- Training Manual in place and training impact points translated to local language
- Evidence of farmers' participation in training.
- Ability of technical assistance providers to use manual for future training

Milestones:

- Identification of training needs/gap
- Development of training manuals with active farmers' participation
- Training of Trainers (ToT) workshop for Community Level Extension Agents and Farmers leaders
- Training at Tonikoko Farmers Union (TFU) and Tonikoko Farmers Societies (TFS) levels

Results

Modules of Training manuals have been developed: Business Environment; Small Business Management; Records and Book Keeping; and Meaning and Scope of Marketing. All the modules have been translated into local language. A training of trainers (ToT) workshop on Business Environment was held for 30 participants drawn from TFU leaders, selected TFS members and Community Level Extension Agents (CLEA). The trainees during the TOT have been conducting training of farmers at the TFS level. Further training in year 2 would borrow from lessons learnt in year 1 and substantial inputs from the SOCODEVI reports.

Meanwhile, each society maintains books of accounts on stock, sales and bank transactions. They have been trading through the bank. They negotiate price contract for their cocoa and have been able to honour some contracts. Last trading campaign some of the farmers enjoyed a 7 % premium on cocoa price from a niche market. The farmers traded 66.6 tones of tracked cocoa in the last trading campaign.

SUSTAINABLE TREE CROP PROGRAM (STCP) PILOT PROJECT NIGERIA

Project: Sustainable Tree Crop Program (STCP)-Nigeria

Component: Association Strengthening

Executing Partners: Enterprise for Development International (EfDI)

Activity Number: 1.3

Activity: Savings Mobilization and; thrift and credit operations

Objectives:

To develop the capabilities that will strengthen TFU's internal governance, financial capacity and business management.

Background/Justification:

In recognition of the strong relationship between savings and investment, it is believed the development of savings habit will greatly enhance the ability of the farmers to grow their businesses and create more wealth for the farmers.

Location/Target Group:

The TFS members and TFU leadership

Methodology/Implementation Strategy:

- Selected TFU members, pilot project staff and other network resource persons will be trained
- Board source materials adapted to supporting local organizations in the area of governance will be further adapted for TFU's use.

Expected Results/Deliverables:

- Training manuals developed
- Evidence of farmers' participation in training.
- Ability of technical assistance providers to use manual for future training

Milestones:

- Institutionalization of a credit and thrift for TFU members

Results

A system of savings has been operational at some societies. This is yet to be ratified at the TFU level. Members have been making periodic savings of a fixed amount into their savings account in the bank.

In the last production season, the TFU obtained an in kind credit of about ₦400,000 from EfDI Research and Innovation Fund for the procurement of agro-chemicals. Also, the TFS at Bamikemo through the effort of of the society leadership obtained a loan of N250000 for

the procurement of agro-chemicals for the zone. Training on the agro-chemical usage was organized by the chemical company.

Constraints

The saving mobilization and; thrift and credit operations could not be carried out because there was no seed money to operationalize this.

SUSTAINABLE TREE CROP PROGRAM (STCP) PILOT PROJECT NIGERIA

Project: Sustainable Tree Crop Program (STCP)-Nigeria

Component: Association Strengthening

Executing Partners: Enterprise for Development International (EfDI)

Activity Number: 1.4

Activity: Internal governance of Tonikoko Farmers Union & Societies

Objectives:

To develop the capabilities measures that will strengthen TFU's internal governance, financial capacity and business management.

Background/Justification:

This activity is aimed at incorporating measures that will strengthen the internal governance of the Tonikoko Farmers Union and Societies as their membership increases especially in areas of: team building; leadership skills and development; meeting management; conflict resolution; time management

Location/Target Group:

The pilot project is being carried out in three Local Government Areas (Ile-Oluji/Oke-Igbo, Ondo East and Idanre/Owena LGA) in Ondo State. This location is known to be the highest cocoa producing area in Ondo State and in Nigeria

Methodology/Implementation Strategy:

- Institutions / experts will develop training manual and train selected TFU members, pilot project staff and other network resource persons.

Expected Results/Deliverables:

- Training Manual
- Evidence of farmers' participation in training and use of training ideas in the day to day governance of the societies and the union
- Ability of technical assistance providers to use manual for future training

Milestones:

- Identification of capacity gaps
- Development of training manuals to address gaps as identified.
- Training of Trainers (ToT) workshop
- Training at Tonikoko Farmers Union (TFU) and Tonikoko Farmers Societies (TFS) levels

Results:

Modules of Training manuals developed on: Team Building; Leadership Skills; Meeting Management; Conflict Resolution and Time Management. All the materials have been translated into the local language spoken in the project area. 30 participants comprising TFU executives, TFS members' leadership and Community Level Extension Agents (CLEA) have been trained at the Training of Trainers (TOT) workshop on all the training modules mentioned above and participants have been conducting training at the TFS level.

SUSTAINABLE TREE CROP PROGRAM (STCP) PILOT PROJECT NIGERIA

Project: Sustainable Tree Crop Program (STCP)-Nigeria

Component: Association Strengthening

Executing Partners: Enterprise for Development International (EfDI)

Activity Number: 1.5

Activity: Advocacy of group interest

Objectives:

To develop the capabilities that will strengthen TFU's internal governance, financial capacity and business management.

Background/Justification:

Ability of the farmers to be able to take decisions that will benefit the whole group is essential. This brings about group cohesion and promotion of group interest. It is therefore essential for members especially the leaders to acquire advocacy skills.

Location/Target Group:

The activity is being targeted at Tonikoko Farmers Union and Tonikoko Farmers Societies members, especially their executives.

Methodology/Implementation Strategy:

- Institutions / experts will develop training manual and train selected TFU members, pilot project staff and other network resource persons.

Expected Results/Deliverables:

- Training Manual
- Evidence of farmers' participation in training.
- Ability of technical assistance providers to use manual for future training

Milestones:

- Identification of Training Needs/Gap
- Development of training manuals to address the needs/gaps
- Training of Trainers (ToT) workshop
- Training at Tonikoko Farmers Union (TFU) and Tonikoko Farmers Societies (TFS) levels

Results

Some Tonikoko Farmers Societies (TFS) made bulk input purchases during production season this year. During the same period TFU leadership met with exporters and government agencies to negotiate better price and credit and input for the members. TFU members participated in advocating farmers' interests in regional activities of STCP as well as of the Cocoa Association of Nigeria (CAN).

TFU monthly meetings are held regularly: Attendance is by representation by three executive committee members of the TFS. TFS members meet fortnightly and these meetings have continued to be a major avenue for training and opportunity to discuss issues that are of group interest.

MOU between technical partner and TFU, and STCP production norms have been signed by TFU members.

SUSTAINABLE TREE CROP PROGRAM (STCP) PILOT PROJECT NIGERIA

Project: Sustainable Tree Crop Program (STCP)-Nigeria

Component: Association Strengthening

Executing Partners: Enterprise for Development International (EfDI)

Activity Number: 1.6 & 1.7

Activity: Incorporation of trading company of TFU and trading

Objectives:

- To improve the efficiency of cocoa supply chain
- To facilitate trading in cocoa and farm inputs.

Background/Justification:

The incorporation of the trading company of TFU is considered expedient in meeting various business transaction requirements and to meet expectations of strategic industry partners i.e. banks, input suppliers, export houses, etc.

Location/Target Group:

Tonikoko Farmers Union.

Methodology/Implementation Strategy:

- Pilot Project Management and the implementing partners will drive this activity

Expected Results/Deliverables:

- Trading company incorporated.
- Acquisition of warehouse
- Establishment of working relationship with cocoa exporters and inputs suppliers
- Trading in cocoa and inputs

Milestones:

- Incorporation of trading company.
- A strategically located TFU Center acquired for 5 years
- A renovated and furnished warehouse.

Results

Incorporation of a subsidiary company is awaiting the registration of the TFU. However, a warehouse and TFU office complex has been acquired at Bamikemo and has undergone renovation.

Constraints

- Incorporation of TFU trading company awaits the registration of TFU

SUSTAINABLE TREE CROP PROGRAM (STCP) PILOT PROJECT NIGERIA

Project: Sustainable Tree Crop Program (STCP)-Nigeria

Component: Association Strengthening

Executing Partners: Enterprise for Development International (EfDI)

Activity Number: 1.8

Activity: Equipment purchase/lease

Objectives:

- To improve the efficiency of cocoa supply chain.
- To facilitate trading in cocoa and farm inputs.

Background/Justification:

To support the operation of the TFU

Location/Target Group:

Tonikoko Farmers Union

Methodology/Implementation Strategy:

- Pilot Project Management and implementing partners will drive this activity

Expected Results/Deliverables:

- Trading company incorporated.
- Acquisition of warehouse
- Establishment of working relationship with cocoa exporters and inputs suppliers
- Trading in cocoa and inputs

Milestones:

- Identification of equipment needed for the trading company.
- Procurement of equipment needed for the trading company.

Results

Various items of furniture and office equipment have been purchased. Some other equipment like Moisture meter (Aqua-boy), Salter scale, scoops and tarpaulin have also been procured. There is plan to procure more equipment to match the increasing number of societies and farmers.

Constraints

Budgetary constraints have hampered the purchase of some of the equipments to support the smooth running of the operation of the TFU.

SUSTAINABLE TREE CROP PROGRAM (STCP) PILOT PROJECT NIGERIA

- Project:** Nigeria Pilot Project
- Component:** Technology/Knowledge dissemination
- Executing Partners:** Master Trainer, TFU, Ondo State Agricultural Development Project.
- Activity Number:** 2.1 & 2.4
- Activity:** Awareness creation and Establishment and running of FFS in selected communities

Objectives:

- To identify and sensitize communities in which FFS is to be implemented.
- To mobilize and organize farmers in selected communities into FFS groups of 25-30 farmers each.
- To collect baseline information on potential FFS participants.

Background/Justification:

Access of cocoa farmers to improved/emerging technologies with which to improved their production and protection has been minimal over the past 20 years mainly because of inefficient/unavailable Agricultural extension services. Where they are available, the Training and Visit (T&V) approach, which is employed by the State extension service, has not been effective in achieving the desired objective. Most farmers are not willing to readily accept extension agents because of dissatisfaction with the services. Instituting an extension approach that provides for farmers' participation and discovery learning such as the FFS hold great promise in addressing the production problem of the farmers. To ensure that the FFS program is accepted, communities have to be sensitized to ensure a smooth take off and running of the program.

Location/Target Group:

Together with trained facilitators and TFU leadership, the communities selected and organized into FFS groups are: Baikin, Bamikemo, Odogun, Ire/Aiyedade, Abatitun, Ile-Oluji Road, Ehinstore, Uloen, Agbelesin, Obu-Ondo II, Ajebamidele, Wasimi, Omiluri, Emiloro, Afun camp, Ilado, Owena-Ipinlerere, Oluwasola, Reseme, Obun-Ondo I, Iloro, Kajola, Onijkokodia, Ipoba, Ajija, Ogun/Ausi, Aiyetoro, Orisunbare, Oboto, Ireje, Igba, Iyere Nla, Beello camp, Ajeloro, Epe, Awo Kajola, Bomodeoku, Owode Usama, Itanarowa, Italomu, Tejugbola, Lipetesi/Oke Agunla & Ilekun. All in six local government areas (Ondo East, Ondo West, Ile-Oluji/Okeigbo, Akure South, Akure North and Idanre) of Ondo State.

- The FFS members in the communities include existing TFS members and potential members

Methodology/Implementation Strategy:

Phase I:

Identification in consultation with TFSs and trained FFS facilitators of FFS communities.

Phase II:

- Seeking buy-in, sensitization and mobilization of community leaders and members of FFS target communities through mission explanation visits and group discussions with village leaders.
- Collation of lists of farmers to be in each FFS and identifying together with the farmers a demonstration plot/training field.

Phase III:

- Administering baseline survey instrument on farmers.
- Commencement of FFS implementation

Expected Results/Deliverables:

- Farmer field schools are established in selected communities and running.

Key Results/Findings:

- 42 FFS established in pilot project area
- Facilitators assigned to the FFS in pairs (1 farmer facilitator: 1 extension facilitator).
- Each FFS meets once every fortnight at a time and in a field selected by participants.
- FFS sessions began running from July 1, 2003.
- A total of 1325 farmers listed in the 42 schools with baseline information collected on them.
- Only IPM topics are currently being addressed, other topics to be covered in year 2.
- FFS meeting management is still in the process of being perfected by facilitators.

SUSTAINABLE TREE CROP PROGRAM (STCP) PILOT PROJECT NIGERIA

Project: Nigeria Pilot Project

Component: Technology/Knowledge dissemination

Executing Partners: STCP Regional Technology Transfer Project, Resource Persons from National and International Institution. Master Trainers, Experienced FFS project implements.

Activity Number: 2.2

Activity: Establishment and running of FFS in selected communities.

Objective:

- To identify topics that farmers require to be trained on in the FFS program
- To develop and validate protocols addressing the identified topics
- To make the protocols available to Master Trainer for revalidation and implementation in the various countries.

Background/Justification:

Faced with decline in productivity and increased prevalence of pests and diseases, cocoa farmers have been involved in intensive use of pesticides a practice, which increases the cost of production as well as endanger the environment. The most prominent production problems across the region are black pod disease and mirid insect pest. Although there are some integrated pest management (IPM) technologies that have been identified by research, these technologies are not being utilized by farmers mostly because of poor extension to the farmers. It is important to package those technologies and communicate them to farmers in an “easy to assimilate” manner. Implementing these technologies will reduce cost of production for cocoa farmers, increase their profitability, reduce damage to the environment and ultimately make their enterprise more sustainable. Against the backdrop of the successes that participatory discovery learning approaches such as FFS have achieved in cocoa and other crops in Asia, the project believes the FFS approach would effectively communicate and encourage adoption of IPM in cocoa production.

Location/Target Group:

Protocols were drafted by various resource persons across the region, collated by the regional office and used as inputs for a curriculum development workshop in Cameroon which was attended by master trainers and national resource persons.

Methodology/Implementation Strategy:

Phase I:

Identify important topics using the baseline survey data and list out possible experts that can address each topic.

Phase II:

Experts requested to make inputs into developing protocols that address each identified topic.

Phase III:

Hold a regional curriculum development workshop to fine tune the protocols, develop new protocols and validate them. The protocols are then taken to the various countries for revalidation and use.

Expected Results/Deliverables:

IPM protocols for implementing the FFS in the various countries are available.

Key Outcomes:

- Protocols on IPM, pruning, child labour, cropping calendar, facilitation skills etc developed and available to the various countries for use.
- 4 members of the Nigeria Pilot Project (PPM, MT, one resource person from CRIN & a farmer leader) participated in the workshop.
- ors.

SUSTAINABLE TREE CROP PROGRAM (STCP) PILOT PROJECT NIGERIA

Project: Nigeria Pilot Project

Component: Technology/Knowledge dissemination

Executing Partners: STCP Regional Technology Transfer Project, Resource Persons from National and International Institution. Master Trainers, Experienced FFS project implements.

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SUSTAINABLE TREE CROP PROGRAM (STCP) PILOT PROJECT NIGERIA

Project:	Nigerian Pilot Project
Component:	Technology/Knowledge dissemination
Executing Partners:	Master Trainer, CRIN, FUTA, Tonikoko Farmers' Societies (TFS), Ondo State Agricultural Development Project (OSADP)
Activity Number:	2.3
Activity:	Awareness creation and Selection and training of facilitators for the FFS

Objectives:

- To identify persons that can function on facilitators for the FFS program
- To hold a training/workshop for the identified facilitator in preparation for the implementation of FFS.
- To together with the facilitators select FFS location and FFS participants.
- To collect baseline information on FFS participants

Background/Justification:

After development a curriculum for farmer field school implementation in the various countries, the need to identify and train persons who would serve as facilitators for the FFS that are planned had to be addressed. The individuals who would rapidly understand the messages as well as be able to lead a participatory learning process in each FFS (25-30 people) meeting once every fortnight were to be identified from the FFS with which the STCP is working. Since it was the first time an FFS program is to be implemented in cocoa in Nigeria, experienced facilitators were not available thus a need to train any selected person.

Location/Target Group:

The TOT was held in Owena, Ondo State, Nigeria. The target group included Representatives/selected facilitators from TFS Owena, TFS Wasimi, TFS Bamikemo, TFS Uloen, TFS Oluwasola, TFS Sade and TFS Reserved and Extension agents of ODSADEP in Ondo east, Ondo West, Akure North, Akure South, Ile-Oluji /Okeigbo and Idanre Local Government areas of Ondo State.

Methodology/Implementation Strategy:

Phase I:

Selection of facilitators in consultation with TFS leaders and Head of extension in Ondo State government.

Phase II:

Preparation of Training materials, identification of local resource persons for training, identification and preparation of training venue including demonstration plots, invitation of participants.

Phase III:

- Conduction of Training, identification of FFS locations and participants
- Sensitization of FFS communities
- Collection of baseline information on FFS participants

Expected Results/Deliverables:

- 42 facilitators selected (20 TFU and 22 government extension agents) were selected in collaboration with TFU leadership
- A 4 weeks Training of facilitators was held for the 42 selected facilitators using resource persons from National Institutions. An additional 1-week training of facilitators is planned for September 8-13, 2003.

SUSTAINABLE TREE CROP PROGRAM (STCP) PILOT PROJECT NIGERIA

- Project:** Nigeria Pilot Project
- Component:** Technology/Knowledge Dissemination
- Executing Partners:** MT, TFS, CRIN
- Activity Number:** 2.5
- Activity:** Establishment of nurseries near farmers' farms and raising seedlings for distribution to farmers.

Objectives:

- To establish TFS owned cocoa nurseries in rural communities.
- To use rural nurseries to provide easy access to cocoa seedlings for cocoa farmers.

Background/Justification:

Over 80% of cocoa farms in the Pilot Project areas carry less than optimum plant population because many trees have died due to old age, pest attack and/or weather. Replanting such plantation has been difficult for rural farmers because of unavailability of cocoa seedlings of improved varieties. Where CRIN and State Government raise seedlings of improved varieties, the nurseries are located far from farmers' field. The result is that prohibitive cost of transporting the seedlings to farmers' field through deplorable roads discourages farmers from picking-up the seedlings. Farmers result to using poor quality planting materials raised from pods harvested from their farms with very little success rate. To address this problem, the project seeks to establish village nurseries with better varieties obtained from CRIN.

Location / Target Group:

- Nurseries were established in 6 location (Uloen, Oluwasola, Bamikemo, Sade, Owena and Wasimi) for the existing TFSs at the onset of the activity.

Methodology/Implementation Strategy:

Phase I: Identification of suitable sites for the nurseries in each of the 6 communities in conjunction with TFS.

Phase II: Preparation of nursery sites and obtaining

- Planting material from CRIN
- Establishment and maintenance of nurseries

Phase III:

- Distribution of seedlings at maturity to TFS members.

Expected Result/Deliverable:

TFS members have access to seedlings of improved cocoa variety raised in their own village nursery.

Key Results / Findings:

- 6 village nurseries sited in 6 communities in February/March 2003. Sites were selected together with TFS members and sites provided by the societies.
- Planting material procured from CRIN substation Owena, Ondo State and used in the nurseries.
- Maintenance of the nurseries provided by TFS
- Over 3000 cocoa seedlings raised in the nurseries and distributed among TFS members in a pattern jointly agreed. Seedling supplemented with another 4000 seedlings procured from CRIN.
- There is a need to monitor the production of cocoa pods meant for planting to ensure that they are hybrids. This will be addressed in nurseries for year 2.

SUSTAINABLE TREE CROP PROGRAM (STCP) PILOT PROJECT NIGERIA

Project: Sustainable Tree Crop Program (STCP)-Nigeria.

Component: Trade and Information Systems

Executing Partners: Enterprise for Development International (EfDI)

Activity Number: 3.1 & 3.2

Activity: Acquire/develop a strategically located warehouse to serve as the Trade and Information center (TIC).

Objective:

To provide a commercial facility for cocoa and tree crop products' trade under a warehousing arrangement with a view to strengthening farmers' organization capacity in management, trading and market development.

Background/Justification:

Warehousing has been identified as being crucial in cocoa quality management. The warehousing facility is considered as critical to TIS and overall STCP goal of production and sale of top quality cocoa beans.

Location/Target Group:

The Pilot Project Area is located in Ondo State, Nigeria. The target group is the Tonikoko Farmers Societies and the Tonikoko Farmers Union.

Methodology/Implementation Strategy:

Acquisition and renovation of existing facility on location was given preference relative to the development of a totally new facility.

Expected results/Deliverables:

- A warehouse/ office complex.

Milestones:

- A strategically located Trade and Information Center.
- Complete renovation of the Center.

Key Findings To Date:

Results: An old warehouse has been leased for 5 years and has been renovated to serve as the Trade and Information Center (TIC).

Constraints:

The major constraints experienced was budgetary.. The original concept of the TIC was as a center with standard warehousing unit, fully equipped office complex as well as Internet connectivity. This would also incorporate online database to facilitate produce identification. However, due to time and budgetary constraints the original plans had been modified with significant reduction in scale.

Modifications:

A warehouse has been leased and renovated to serve as a warehouse and TFU Center, at Bamikemo, Ondo State.

SUSTAINABLE TREE CROP PROGRAM (STCP) PILOT PROJECT NIGERIA

Project: Sustainable Tree Crop Program (STCP)-Nigeria.

Component: Trade and Information Systems

Executing Partners: Enterprise for Development International (EfDI)

Activity Number: 3.3

Activity: Develop parcel, TFS and producers' identification and product tracking system (GPS/GIS and database development)

Objective:

To develop an information system that could be applied to farm level (parcel) production practices and hence facilitates product identity preservation and tracking

Background/Justification:

Traceability is an important aspect of cocoa quality management. The process when established would compel farmers to produce quality cocoa since it could be traced back to them.

Location/Target Group:

The target group is Tonikoko Farmers Societies and the Tonikoko Farmers Union.

Methodology/Implementation Strategy:

The benefit of the experience gathered elsewhere within STCP Regional Network (i.e. Cameroon) will be brought to bear on this activity

Expected results/Deliverables:

- GPS/GIS delivered
- Database on TFS, producers and products created.

Milestones:

- Functional product identity preservation and tracking system.

Key Findings To Date:

Results: TFU traded 66.6 metric tones of 'tracked' cocoa in the last trading campaign. The tracking system is able to trace the farmers' produce (cocoa) from the farm plot to the exporter/buyer. In essence at a glance the buyer is able to know the farmer(s) that produced the cocoa s/he is buying.

The GPS/GIS component will be implemented in year 2.

Constraints: The process of documenting producer identity and product information presents greater challenges, which involves significant time and resources than in conventional trading.

Modifications: This activity was supposed to be carried out by the USGS, but EfDI proactively carried out some aspects of it when a window of opportunity opened for TFU to trade in 'traceable' cocoa.

SUSTAINABLE TREE CROP PROGRAM (STCP) PILOT PROJECT NIGERIA

Project: Sustainable Tree Crop Program (STCP)-Nigeria.

Component: Trade and Information Systems

Executing Partners: Enterprise for Development International (EfDI)

Activity Number: 3.4

Activity: Appointment and training of TIC management and staff.

Objectives: To put an effective team in place to run the TIC with a view to improving and maintaining product quality, facilitating access to credit and inputs and improving access to trade information

Background/Justification:

The TIC under the management of competent hands will no doubt add lots of value to TFS/TFU and STCP.

Location/Target Group:

The Pilot Project Area is located in Ondo State, Nigeria. The target group is TFU/TFS.

Methodology/Implementation Strategy:

A team comprising appropriate institutional and individual subject matter experts will be put together.

Expected results/Deliverables:

- Commodity warehouse facility manager appointed
- Other staff of TIC recruited.
- Training manual and evidence of training participation on the different aspects of the TIC delivered

Milestones: Yet to be implemented

Key Findings To Date: Not applicable.

SUSTAINABLE TREE CROP PROGRAM (STCP)

Project: Sustainable Tree Crop Program (STCP)-Nigeria.

Component: Trade and Information Systems

Executing Partners: Enterprise for Development International (EfDI)

Activity Number: 4.1

Activity: Establishment of strategic alliances with relevant organizations

Objective:

To establish linkages between rural producers and cocoa and chocolate industry players as well as other industry support.

Background/Justification: Linking rural producers to relevant markets and organizations, which are critical to the development of the cocoa sector.

Location/Target Group:

The Pilot Project Area is located in Ondo State, Nigeria.

Methodology/Implementation Strategy:

A multi-pronged approach will be used to drive the activity.

Expected results/Deliverables: MOUs

Milestones:

- MOU signed with an exporter in the last trading season.
- Negotiations on price and quality initiated with 5 and meetings held with 3 exporters during the current trading campaign. Negotiations are still on going.

Key Findings To Date:

Results:

TFU signed an MOU with an exporter in the last trading season and has started negotiations with three exporters for the current season and hopefully MOU's would be signed with two of the exporters before end of September 2003. Meanwhile some of the contacted exporters have started purchasing produce from the farmers.

Constraints: No major constraints were observed here.

SUSTAINABLE TREE CROP PROGRAM (STCP)

Project: Sustainable Tree Crop Program (STCP)-Nigeria.

Component: Trade and Information Systems

Executing Partners: Enterprise for Development International (EfDI)

Activity Number: 3.6 & 3.7

Activity: (a) Develop activity document to guide/structure the relationship and serve as framework for facilitating farmers' access to credit and inputs.

(b) Sign MOUs with banks, inputs suppliers and cocoa exporters and put in place a well-documented procedure for managing the facility.

Objective:

To put a trade financing facility in place with a view to facilitating farmers' access to micro credits and other inputs.

Background/Justification: One of the major problems of cocoa farmers is their dependence on Local Buying Agents (LBAs) for credit and inputs. Apart from preventing the farmer from selling their produce at competitive prices, this also militates against pooling produce together in large volumes. These activities under the TIS are aimed giving the farmers greater freedom and control in the production and sale of their produce.

Location/Target Group:

The Pilot Project Area is located in Ondo State, Nigeria. The target group is Tonikoko Farmers Societies and the Tonikoko Farmers Union.

Methodology/Implementation Strategy: A team comprising micro credit and trade financing experts will design and manage this facility

Expected results/Deliverables:

- Activity/framework document
- MOUs with suppliers and credit institutions.
- Functioning trade financing facility

Key Findings To Date:

Results: A tree crop credit and finance study signposting constraints and possible solutions to access credit finance and credit for tree crop farmers have been developed. Also, draft MOUs between TFU and financial institutions, chemical company, and warehouse managers have been developed.

Constraints:

- Delay in the registration of the TFU.

No clear signal to proceed with the next stages in signing MOUs and putting in place the tree crop finance and credit scheme.

SUSTAINABLE TREE CROP PROGRAM (STCP)

Project: Sustainable Tree Crop Program (STCP)-Nigeria.

Component: Trade and Information Systems

Executing Partners: Enterprise for Development International (EfDI)

Activity Number: 3.8

Activity: Create a database for Pilot Project components and activities and update the database regularly based on information emanating from the various component monitoring and reporting activities

Objective:

To develop an information system to support the management of the Pilot Project

Background/Justification: There is need for a monitoring system that would enable the evaluation of the progress made under the program.

Location/Target Group:

The Pilot Project Area is located in Ondo State, Nigeria. The Target group is Tonikoko Farmers Union.

Methodology/Implementation Strategy:

Integrated approach to monitoring, updating database and reporting on pilot project activities to be used.

Expected results/Deliverables: Functional and up to date database on various areas of managing the STCP program in place.

Key Findings To Date:

Results: no website was developed during the grant period. EfDI has started the development of a database to support the management of the components on Association Strengthening and Trade and Information Systems of the STCP in Nigeria.

Constraints: Time and budgetary constraints are the major deterrents to the timely execution of this activity.