



## FEED THE FUTURE NIGERIA AGRICULTURAL EXTENSION & ADVISORY SERVICES ACTIVITY

### BENEFICIARIES

Agricultural value chain stakeholders, particularly small and medium enterprises (SMEs) and smallholder farmers, in the Nigerian states of Benue, Cross River, Delta, Ebonyi, Kaduna, Kebbi, and Niger

### IMPLEMENTING AGENCY & PARTNERS

**Lead Implementing Agency:**  
Winrock International

**Implementing Partners:**

Digital Green Foundation, Connexus, European Cooperative for Rural Development (EUCORD)

### DURATION

May 25, 2020 to May 24, 2025

### TOTAL ACTIVITY BUDGET

\$16,634,861

### CONTACT

**Ben Odoemena, Ph.D.**  
Chief of Party, Winrock International Abuja, Nigeria  
[Ben.Odoemena@winrock.org](mailto:Ben.Odoemena@winrock.org)

**Charles O. Iyangbe, Ph.D.**  
Contracting Officer's Representative, USAID/Nigeria  
[ciyangbe@usaid.org](mailto:ciyangbe@usaid.org)

### OVERVIEW

The Feed the Future Nigeria Agricultural Extension and Advisory Services Activity leverages the power of Nigerian entrepreneurship to facilitate learning, replication, and scale around alternative models of extension to increase access and adoption of improved agricultural technologies and practices for two million smallholder producers in Benue, Cross River, Delta, Ebonyi, Kaduna, Kebbi, and Niger states. The Activity works through existing small and medium enterprises (SMEs) that focus on the information and service needs of the “average” farming household – the representative majority of smallholders within the target value chains who produce the greater part of the production.

### OBJECTIVES

- Build the capacity of private extension service providers to deliver extension and advisory services to value chain stakeholders**  
Increase farm production and productivity of smallholder farmers due to the increased availability and accessibility of private extension services providers
  - Increase availability of and accessibility to quality agricultural inputs/services
  - Pilot and scale up ICT-enabled extension services platforms to reach value chain stakeholders
  - Increase access to financial products and services
- Strengthen linkages between agricultural research institutions, agro-allied companies, the public and private extension providers, and agricultural value chain stakeholders**
  - Improve coordination and collaboration
  - Increase access of value chain stakeholders to research updates through public extension service providers

### TARGET VALUE CHAINS



maize



rice



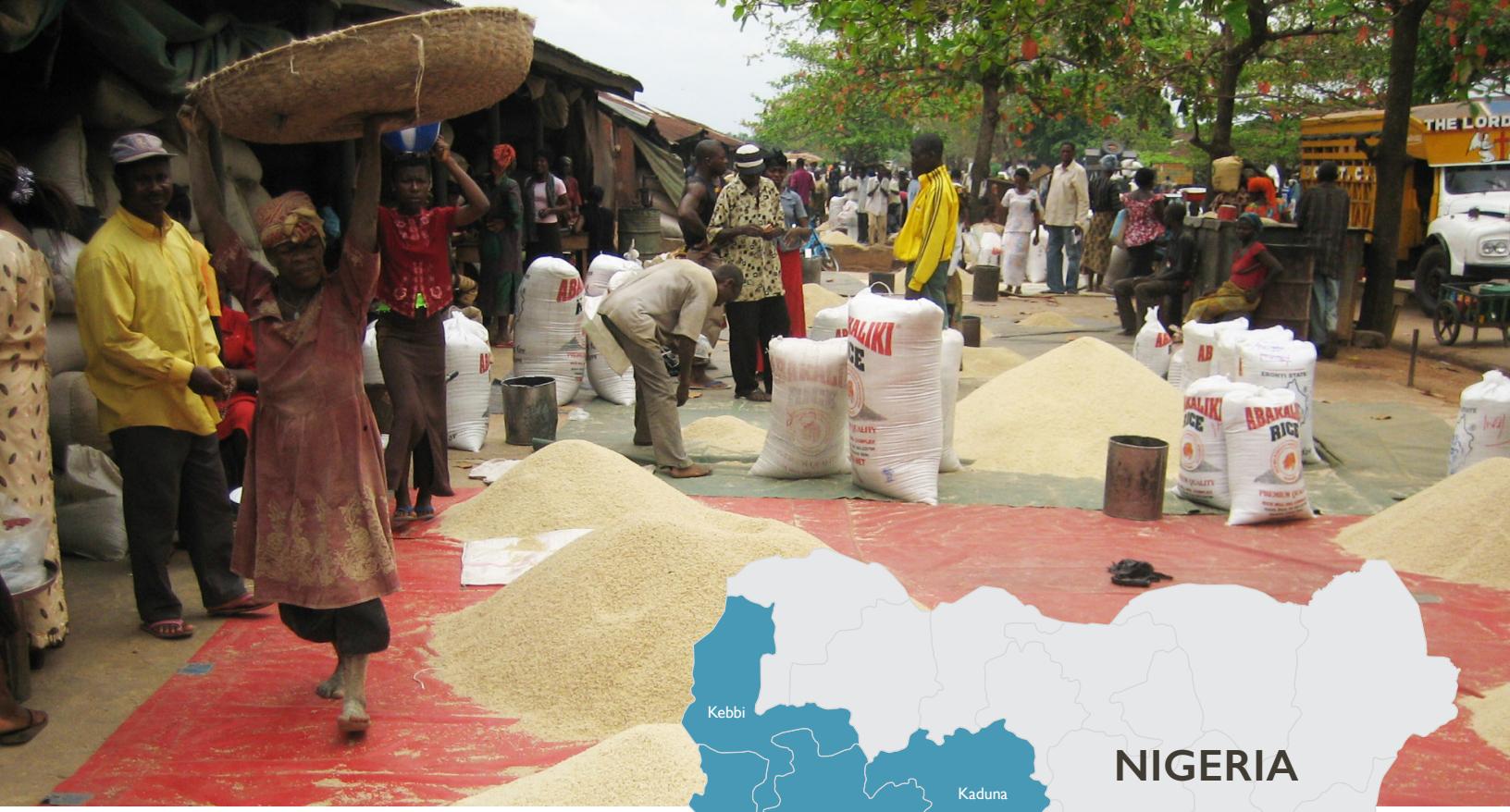
soy



cowpea



aquaculture



## APPROACH

The three cornerstones of the approach are:

- **achieving impact at scale,**
- **taking a ‘farmer first’ perspective to ensure on-farm results, and**
- **using a facilitative market systems approach for sustainability.**

The Feed the Future Nigeria Agricultural Extension and Advisory Services Activity works at the intersection of these cornerstones to achieve sustainable, scaled farmer-level impact. The Activity uses Lean production principles and tools to develop a deep understanding of the existing production systems to identify the most promising opportunities and the most important constraints to improve efficiency and increase return on investment for farmers. The Activity leverages SMEs as change agents around the identified on-farm opportunities. These SMEs are strategically placed intermediaries for upstream and downstream movement of inputs and commodities through the market system; and their businesses depend on and can grow with the enhanced competitiveness and profitability of smallholder producers: their core customers.

These efforts will complement and inform public sector extension and research services. In particular, the Activity will facilitate a demand-driven Community of Practice that will bring private sector, research, the Federal Ministry of Agriculture and Rural Development (FMARD), State Ministries of Agriculture, and associated government institutions, and donors together and serve as a platform for those system actors to share, disseminate learning, develop partnerships, and promote investments that address shared barriers to growth in the agricultural sector.

## BY THE END OF THE PROJECT:



**280** SMEs will provide new or improved extension and advisory services to **2 million** farmers



**\$33.6M** in private sector investment leveraged and **\$120M** in agriculture financing to support smallholder farmers



*leading to...*  
**\$300M** in increased sales