

# COMMERCIAL AGRICULTURE INVESTMENT OPPORTUNITIES

Lagos State Ministry of Agriculture and Cooperatives



# AGRICULTURE PROFILE OF LAGOS STATE

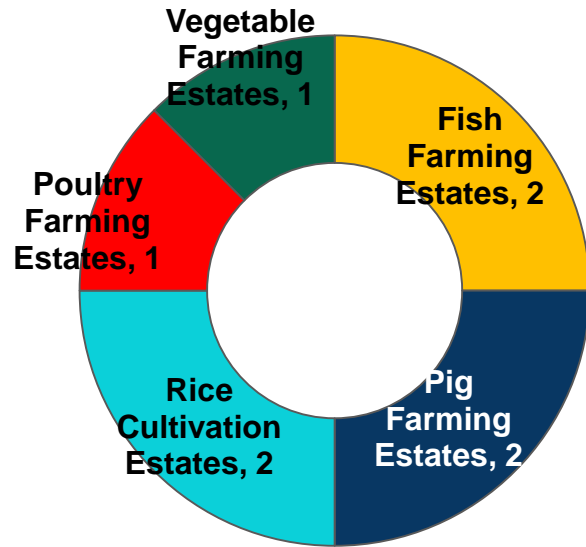
## ■ GEOGRAPHIC DATA

- **Total Land Area of the State: 347,500 Hectares**
- **Swamp and Water bodies: 75,755 Hectares**
- **Cultivable Area in the State: 169,613 Hectares**
- **Area under Cultivation: 50,884 Hectares**

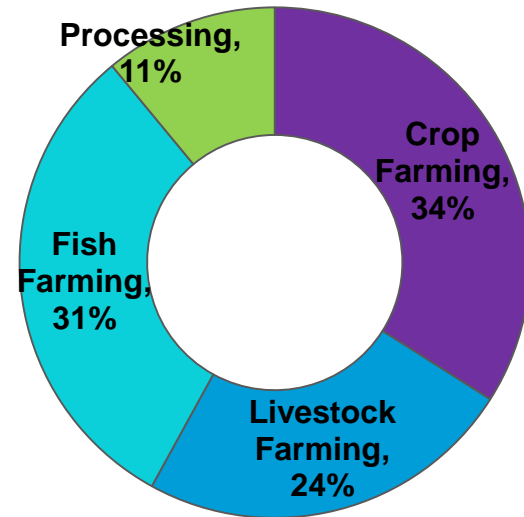
## ■ AGRIC DEMOGRAPHY

- **180km Atlantic Ocean coast line (Fishing, Coconut & Tourism)**
- **5,000/KM<sup>2</sup> Population density**
- **45% rural dwellers**
- **Agriculture employs 70% of rural population**
- **Extension services supporting 350,000 farming families**
- **Urban agriculture predominant in fish farming, horticulture and vegetable farming**

# COMPOSITION OF FARMING ACTIVITIES



**Farming Estates in Lagos State (8)**



**1,238 Large / Medium Scale Farmers in the State**

**Farm Settlements in Lagos State (6)**

# THE FUTURE PLAN: Agriculture Sector Policy Targets of Lagos State by 2030

## Agriculture Sector Policy Goals

### FOOD SECURITY

**E**nsure all year round availability of affordable food in Lagos State

**E**nsure access to safe, hygienic and nutritious food within the State

**A**chieve economic growth & diversification through agriculture

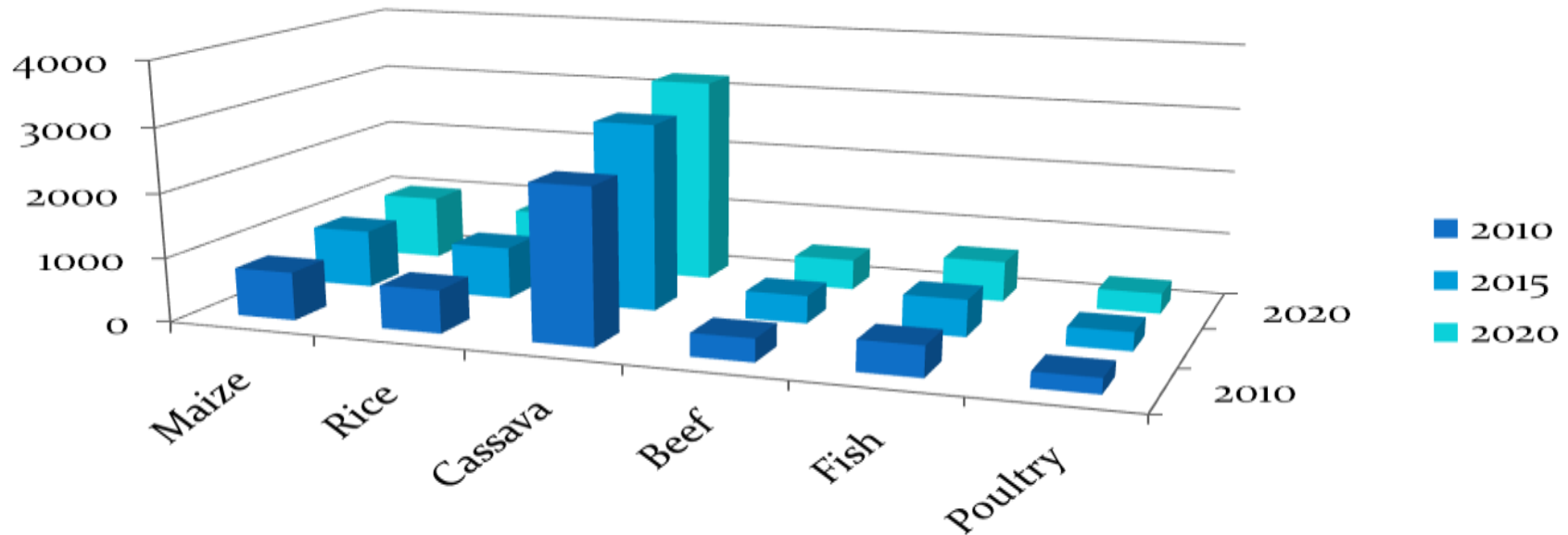
**D**evelopment of forest resources and regulation of use of forest produce

### FOOD SECURITY

## Benefits of Policy Achievements

- Food sufficiency and lower, more stable food prices
- Increased availability of accurate information and statistics for effective planning
- Increased availability of locally produced raw materials for agro-based industries
- Healthier and more productive populace
- Increased contribution of agro based SMEs to the state's GDP leading to a more diversified economy
- More private sector investment leading to better transfer of technology
- Fewer disease outbreaks arising from poor quality food and handling
- Sector Balance of Trade surplus; reduction in importation and increase in exportation of agro-based industrial products
- Decrease in deforestation

# Projected Demand for Selected Food Items in Lagos (Thousand Metric Tons)



## ■ Action Policy Plan (Strategic Programme for Accelerated Agricultural Growth, SPAAG)

- Increase output and productivity with emphasis on our comparative advantage
- Ensuring food security in the State
- Land intensive and high productivity activities
- Minimum of 40% self sufficiency attainment in each food class
- Employment generation and poverty reduction

# SPAAG Key Pillars: The “6-Ins” Approach

Supply side of food security is influenced by the interplay of six major factors (the ‘6 –Ins’):

- **Incentives** for farmers production (prices, input and other costs)
- **Inputs** for production (availability, quality and prices)
- **Innovation** (using technology to increase productivity)
- **Information (effective extension system)**
- **Infrastructure** (power, roads, mechanisation, processing, storage and distribution)
- **Institutions** (linkages with credit, market land, insurance) :

Leading to **Investments** (opportunities in poultry, vegetable, pig, fish, cassava, coconut and rice)

# INCENTIVES for our Farmers

- Input Prices Monitoring (Subsidies on fertilizers and agro-chemicals)
- Output prices Monitoring (Eko Farmers' Mart)
- Input subsidy programme on
  - Crops
  - Livestock
  - Fisheries
  - Processing inputs
  - Tractor hiring services
- Growth Enhancement Support Scheme (GESS)
- Advisory services on prime harvest time
- Security of tenure on agricultural land
- Activities and Programme
  - Market Information System through LSADA
  - Extension services through LSADA and PRSD

# INCENTIVES for our Farmers (Cont'd)

- Agricultural Land Holdings Authority (ALHA) in place to provide access to land and protect existing operators.
- C of O given on agricultural land through ALHA
- Farm Estates being promoted to protect operators and ensure return to scale with emphasis on areas of competitive advantage (fish)
- Ministry of Agriculture & Cooperatives retain the C of O for estates while Deed of Assignment given to individual operators within Estates
- Friendly agricultural credit facilities under Nigerian Incentive-based Risk sharing for Agricultural Lending (NIRSAL)
- Lagos State Microfinance Institute (LASMI)
- AGRIC-YES Training and Empowerment of youths in Agriculture to replace the ageing farmers and aid modern agriculture adoption



# INPUTS for Production

- Availability of inputs at the
  - Right Time
  - Right Place
  - Right Quality
  - Right Quantity
  - Right Price
- Lagos State Agric Input Supply Authority (LAISA) activities:
  - Fadama Projects input support
  - CADP inputs support
  - Ministerial input distribution
- Growth Enhancement Support Scheme

# INNOVATION / Technology

- Technology advancements in collaboration with research Institutes by Lagos State Agricultural Development Agency (LSADA)
- Internally led improvements from line departments and units – Fisheries, Agricultural services, Forestry, Livestock services
- Protection of early technology adopters
- Introduction of Refrigerated Eko Meat Vans
- Establishment of Agricultural Estates on Poultry, Piggery, Fish and Vegetables
- Activities and Programmes
  - Regular Review Meetings with Research Institutes and Educational institutions
  - Fadama assisted technology adaptation
  - CADP assisted technology acquisition

# **INFORMATION Support (Extension )**

- Active extension system being operated with 88 frontline extension officers.
- Agricultural extension programmes and services through Lagos State Agricultural Development Authority (LSADA) which has reached 125,000 farming families
- Extension support officers to farmers ratio of 1:1420 as at December 2011
- Farmers demonstration and Management Training plots established
- Farmers field School established
- Establishment of the Farm Service Centre
- Distribution of extension messages through CDs, radio programmes, bulletins, posters and leaflets
- Active dissemination of accurate, reliable and timely information to farmers
- Establishment of Farmers Service Centres to minimize access problem of Farmers to Institutional Support

# INFRASTRUCTURE

- **Power:** Provision of transformers and electricity through the Ministry of Rural Development, Ministry of Works and Commercial Agric Development Project (CADP).
- **Road:** Provision of paved and earthen roads through the Ministry of Rural Development, Ministry of Works and CADP.
- **Water:** Estates provided with central water systems and irrigation facilities where applicable.
- **Market:** Central Market Board in place under the Ministry of Local Government for coordination and protection of operators.
- **Mechanization:** 15 Cooperative Tractor Hiring Units started with 40% subsidy in addition to Government THU
- **Processing Centres:** Establishment of processing facilities on Rice and cassava for management by the private sector

# INSTITUTIONAL Support

- Easy access to basic agric infrastructure - Power, Roads and Irrigation
- Access to improved technologies/extension
- Linkages and facilitation of agricultural credit (NIRSAL, LASMI, CACS etc)
- Linkages to markets (Eko Farmers' Mart) and Market Information Services
- Linkages to agricultural and weather insurance services
- Establishment of Cooperative College to enhance the capacity of the Movement in Lagos State
- Establishment of Farmers Service Centres

# THE SCORECARD: Projects and Programmes Implemented in the last 6 Years

## **FISHERIES DEVELOPMENT (Optimization of Natural Endowments)**

- Fish Farm Estates to provide a secured and conducive environment for fresh fish Production by private operators.
- Support to fishermen to increase their capacity for capture fisheries
- Marine Agriculture-cage And Pen Culture to utilize open water bodies for fish production.

## **LIVESTOCK DEVELOPMENT (Improved protein intake of Lagosians)**

- Piggery Estates
- Poultry Estates
- Integrated Livestock Extension support

# THE SCORECARD: Projects and Programmes Implemented in the last 6 Years (Cont'd)

## **FARM MECHANISATION / COMMUNITY-BASED AGRO-PROCESSING (Reduced drudgery of subsistence agriculture)**

- Mechanization has benefited farmers in land clearing & preparation
- Power tillers for rice farmers have helped improve cultivation from 30 hectares to almost 300 hectares
- Refurbishment (17) and purchase (7) tractors strictly for use of farmers
- Purchase of 25 new power tillers
- Rehabilitation of 10 Cassava Processing Centres
- Establishment of Processing facility on cassava at Araga in Epe and Rice Processing Mill at Imota to be operated by the private sector.
- Distribution of YAMAHA outboard engines for artisanal fisherfolks

# **THE SCORECARD: Projects and Programmes Implemented in the last 6 Years (Cont'd)**

- **FARM SETTLEMENTS/ESTATES SCHEME** (Increased food production and employment opportunities) at Igboye and Araga in Epe, Imota and Ododunyan in Ikorodu, Aiyedoto in Ojo, Ajara in Badagry
  
- **AGRICULTURAL EXTENSION SERVICES** (To enhance productivity of farmers along the value chain)
  - NATIONAL PROGRAMME ON FOOD SECURITY (NPFS) to jump start micro-credit operation within the food producing areas of the State.
  - ROOT AND TUBER EXPANSION PROJECT(RTEP) to enhance productivity and diversification of uses for steady production.
  - FADAMA DEVELOPMENT PROJECT to provide production assets and infrastructure to shallow aquifer users in the state



# **THE SCORECARD: Projects and Programmes Implemented in the last 6 Years (Cont'd)**

**AGRICULTURAL INPUTS DISTRIBUTION (Improved access to quality inputs at the right time at affordable prices)**

**FORESTRY AND HORTICULTURAL SERVICES (Protected the environment to minimize the effect of climate change)**

**COCONUT DEVELOPMENT PROGRAMME (Commenced phased replacement of 180km coconut grove to improve productivity)**

**AGRICULTURAL LAND SERVICES (Improve ease of access to land for agricultural production in the State)**

# THE SCORECARD: Projects and Programmes Implemented in the last 6 Years (Cont'd)

## AGRICULTURAL TRAINING / SCHOOLS AGRICULTURAL PROGRAMME (Increased agricultural awareness amongst youths)

- Agricultural Youth Empowerment Scheme (AGRIC-YES) to usher in a minimum of 1,000 modern and young farmers to ensure steady food supply in the State.
- Agricultural Youth Empowerment Scheme (AGRIC-YES) –Songhai Model in Badagry to usher in a minimum of 5,000 modern and young farmers to ensure steady food supply in the State in the first 5 years.
- Rice for Job: to utilize the natural environment to stimulate rice production and employment generation.
- Pen and Cage Culture (Fish Farming) in 14 villages across Lagos State
- Lagos State Inputs Supply Authority (LAISA) on fertilizers and agrochemicals
- Artisanal Fisherfolks training on outboard engines

# THE SCORECARD: Projects and Programmes Implemented in the last 6 Years (Cont'd)

## AGRICULTURAL TRAINING / SCHOOLS AGRICULTURAL PROGRAMME (Increased agricultural awareness amongst youths)

- Agricultural Youth Empowerment Scheme (AGRIC-YES) to usher in a minimum of 1,000 modern and young farmers to ensure steady food supply in the State.
- N500 Million empowerment of AGRIC-YES farmers
- Rice for Job: to utilize the natural environment to stimulate rice production and employment generation.
- Pen and Cage Culture (Fish Farming) in 14 villages across Lagos State
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# INVESTMENT STORY: Fish Farming Opportunities in Lagos

- Lagos has comparative advantage for fish, vegetable, poultry, piggery, rice production with 22% water coverage and has made remarkable impact in fish and vegetable farming. The state has over 300,000 fish farmers producing with little or no value addition.
- Our fish farmers have challenges with stock, feeds, high cost of imported feeds and the operation of quacks professionals. Local gluts are also experienced with during harvest season with little or no value addition and appropriate storage facilities.
- Value addition is limited to cleaning and fish export is very low.
- Key target is to produce 1,000,000 tonnes (NIRSAL-inspired) to address current deficit of 168,500 tones.

# Fish Farm Estates

- 34-Hectare Ikorodu with 262 production plots and production capacity of more than 5,000 Tons and currently operating at 60%
- 2,500 jobs to be created directly and over 10,000 indirectly
- Technology incubation centre
- New 400-plots Estate commenced at Ketu-Ereyun , Epe to produce 20,000Tonnes of fresh fish
- Badagry Estate under preparation

# Opportunities

Infrastructure; Production Ponds; Fingerling Production; Hatchery, Feed Mill; Service Station, Processing Facilities & Packaging (Canning & Filleting)

# INVESTMENT STORY: Other Investment Opportunities & Potential

- Rice production, processing, Storage and Marketing
- Vegetable Production and Value Addition
- Cassava Processing and Value Addition
- Coconut production and processing
- Strategic Storage and Preservation



# Rice Production in Lagos State

- Lagos is one of the highest rice consuming States in the Federation with an average of 30Kg consumption per capita per year.
- The demand for rice in the State was about 590,000 Tons but only about 500 Tons are produced locally in the State.
- The State has an ecology and land topology that is well suited for rice cultivation on a sustainable basis but only 250 Hectares is currently cultivated.
- The yield per hectare of rice could be improved from less than 1 Tonnes (20 bags) to 4 Tonnes (80 bags) per hectare with improved cultivation practices, mechanization and irrigation facilities.
- There are Opportunities along the entire rice value chain – production, processing and by-products.
- Establishment of 20,000 metric tons processing mill in Imota, Ikorodu LGA.



# Investment Opportunities in Rice Production

- Rice milling construction, operation and management
- Rice Bagging and packaging
- Technological backup and processing
- Capacity building
- Waste and by-products recycling and utilization
- Seeds and agrochemicals provision
- Packaging and marketing





# Vegetable Production in Lagos State

- Vegetable estates with Small scale Irrigation facilities could be established
- Green House vegetable production feasible in the State
- Lease or sub-lease agreement could be obtained for the land
- Back garden vegetable farming culture not popular in the State.
- Crops of interest: Tomato, pepper, exotic and leafy veg.
- Existence of large market with minimal cost of distribution
- Expected Output: 25-60 Tones / Cycle / Hectare



# Investment Opportunities in Vegetable Production

- Improved Seeds production and agrochemicals supply
- Irrigation facilities production and maintenance
- Mini Products Processing installation and operation
- Appropriate packaging plant installation and usage
- Appropriate storage and distribution network
- Capacity building
- Waste recycling and utilization
- Bye-products processing
- Marketing



# Agro-Processing Centres in Lagos

- Agricultural products has more than 40% moisture contents generally
- Products traded mostly in their primary form with little value addition
- Products not available in the market all year round
- Local production and processing at back gardens (small scale) common with products not suitable for industrial uses
- Sun drying and local dryers with inconsistent products in use
- Local Supply unorganised and unregulated by Government

# Investment Opportunities in Agro-Processing

- Provision of processing equipment and operation
- Provision of packaging equipment and operation
  - Canning
  - Packaging
- Provision of appropriate transport medium to users
- Technological back-up and capacity building
- Bulking and quality control services
- Marketing/Export of processed products
- Waste recycling and utilization
- Packaging Materials/inputs

# Livestock Intervention Programmes in Lagos

- Poultry Projects
  - Egg production
  - Broilers Production
- Piggery Projects
- Ruminant improvement Scheme
  - Cattle fattening
  - Dairy Farming
  - Sheep and Goat Rearing
- Abattoir and Meat Processing
- Veterinary Clinic/Hospital Operation

# Investment Opportunities in Wholesale Meat Supply

- Marketing of livestock
- Installation of mechanized abattoir
- Partnership with Abattoir establishment and management
- Hygienic transportation of meat through the “Eko Meat Van” Project
- Abattoir waste recycling investment opportunities
- Appropriate meat display facilities at stores and markets
- Modern cattle market transportation and improvement
- Input support and capacity building

# Investment Opportunities in Coconut Production

- Coconut is the most important cash crop in Lagos
- 30,000 families depending on coconut for livelihood
- Lagos' coconut belt stretches 180km long from Seme Border through Badagry, Ojo, Amuwo Odofin, Eti Osa and Ibeju Lekki
- The belt continues through Ogun, Edo, Delta, Akwa Ibom and Cross River States
- The first coconut plantation believed to be established in 1,876
- Over 120 different products can be extracted from coconut and many are yet to be established in commercial quantities
- More than 70% now transported to the North human consumption as of date
- Rehabilitation effort has commenced with about 30Km already replanted in the last 4 years



# Investment Opportunities in Coconut Production

## PITH

Toddy, Pickle

## MEAT

Candion, Doonort, Soup, Desiccated coconut, Oil lard, Copra cake, Toothpaste Jam and Milk.

## COCONUT OIL

Edible cooking oil, Industrial oil, Hair oil, Massage oil, Fuel extender Illuminant.

## LEAF MIDRIBS

Brooms, Baskets, Fish trays, Toothpick, Tongue cleaner

## Leaves

Bag, Fan, Hats, Midrib broom, Slippers Draperies, Toothpicks, Mat, Midrib hair, Hut roof

## Cocoshell

Tray, Coffee pot, Charcoal briquette, Activated carbon charcoal, Wood preservative, Lamp head etc

## ROOTS

Medicinal, Mulching, Dye stuff,



## COIR DUST

Coir dust cake, Insulator

## HUSK

Mattress, Coir fibre, Bottle brush, Rope, Net, Upholstery, Fuel, Soil conservator, Mulch, Rugs, Geotextiles

## Coconut water

Toddy, Vinegar, Treacle  
Medicinal (Eye-drop etc)

## SHELL

Lampshade, Wood preservative, Charcoal briquettes, Tray, Coffee tray, Cups, Activated carbon charcoal, Shell powder, Buttons

## WOOD/TRUNK

Roofing, Shed/Farm office, Workshop buildings, Rural bridges, Floors, Windows, Furniture  
Floor tiles, Pallets, Handicrafts  
Handles of tools, Fuels, Bannisters

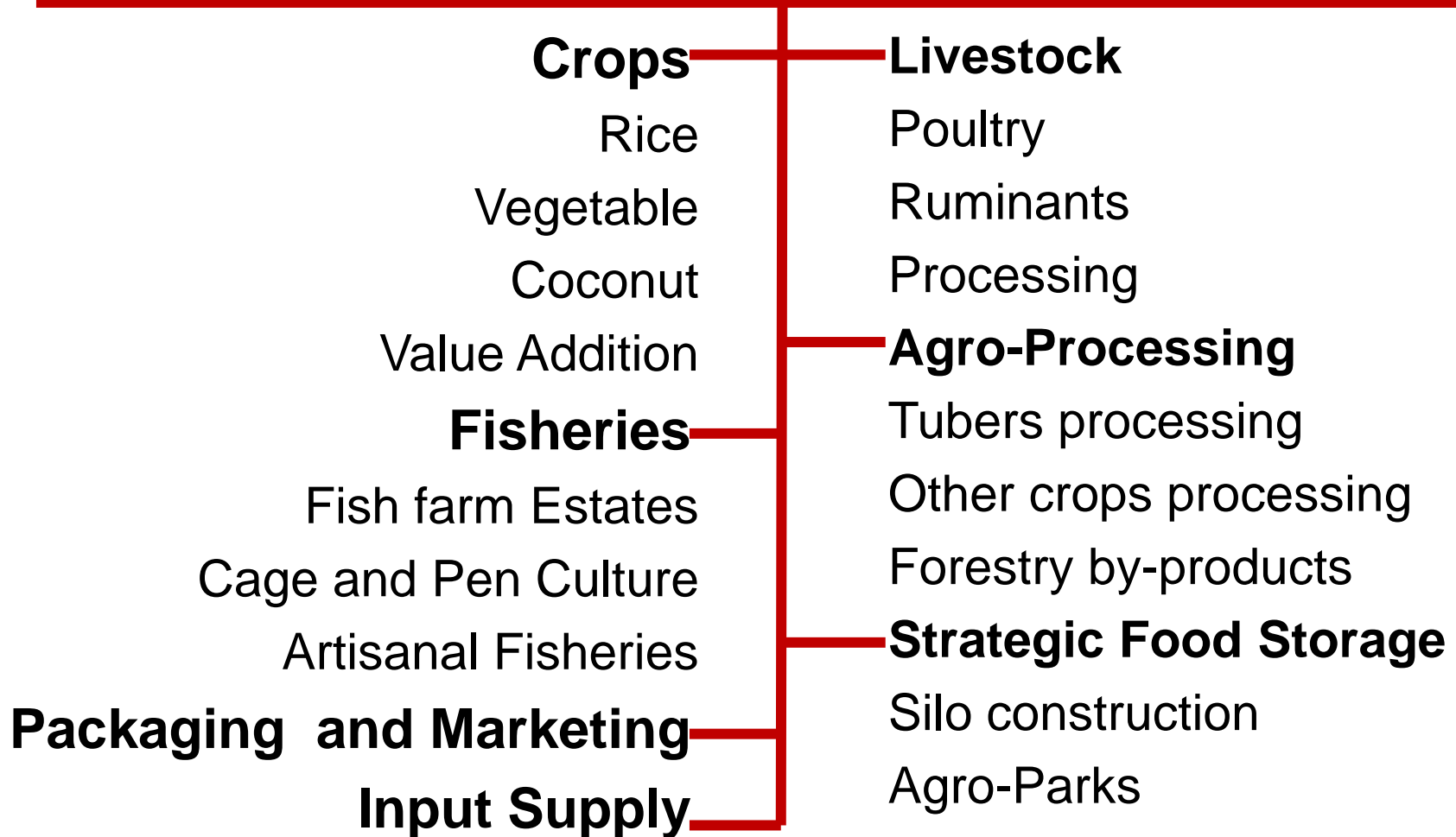
## Cocosheath

Bag, Cap, Slippers, Helmet

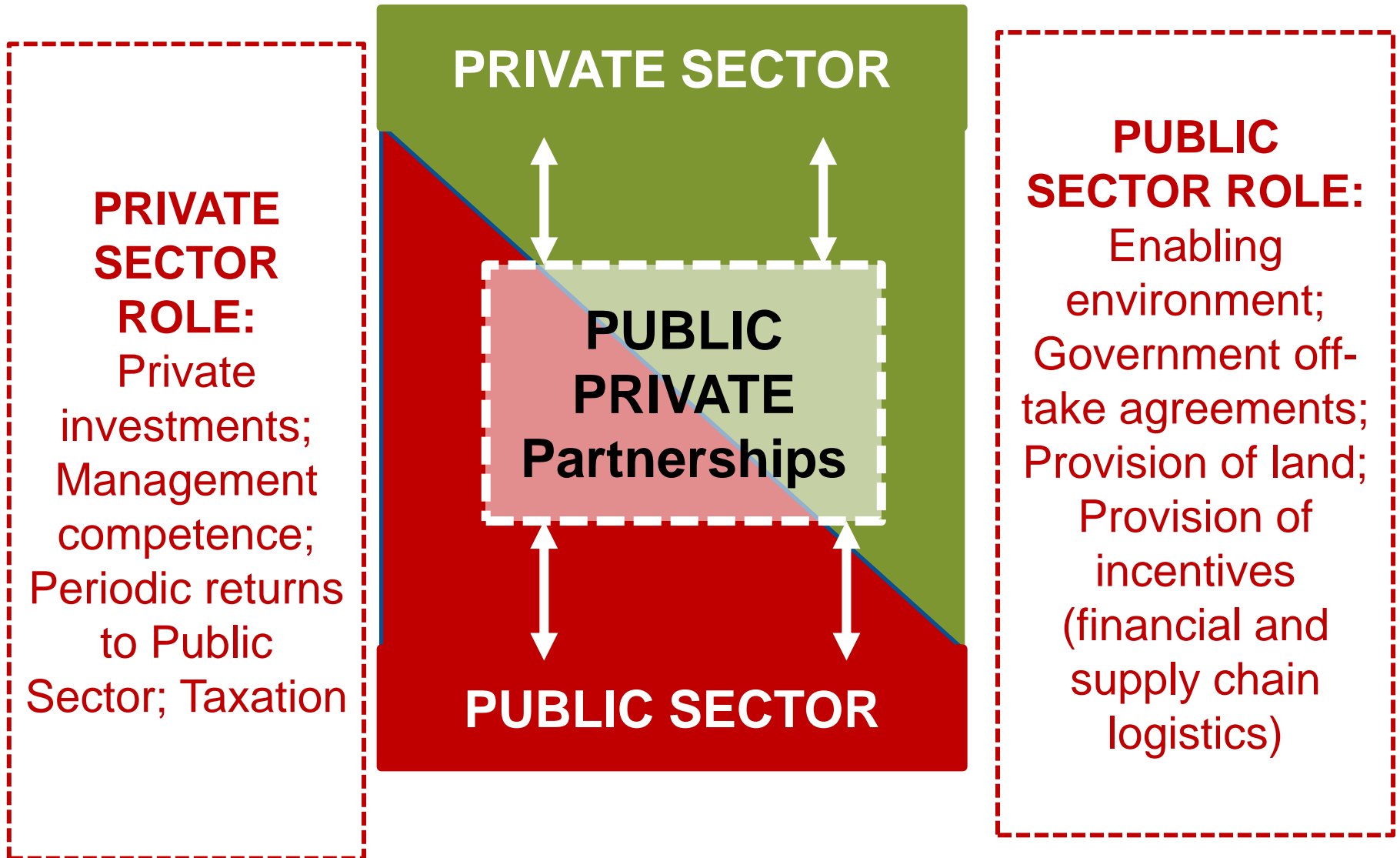


# Summary of Agric Opportunities & Potentials

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# MODE OF INVESTMENT POSSIBILITIES



# Concluding Comments

- Lagos is the largest market in Nigeria with over 20 million citizens to be fed daily.
- There are various Investment opportunities in agriculture from input provision / manufacturing, production, processing, value addition and marketing.
- Government protection exists for pioneering firms such as in the areas of linkages, marketing and patronage.
- Environmental consideration is paramount to the State for sustainability of the eco-system.
- The **FIGURES** look good, that is **OPPORTUNITY** made in Lagos.

# Thank you for Listening

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