

**Draft Concept Note for a National
Agricultural Conference for the Nigeria
Governors Forum**

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1. **Introduction**

The Nigeria Governors' Forum (NGF) is a non-partisan, non-profit organization with a mission to provide a platform for collaboration among the 36 elected governors of the Federal Republic of Nigeria. One of the main objectives of the NGF is therefore to bring the Governors together to share experiences; promote cooperation among States; and serve as a mechanism for conflict resolution between States on the one hand, and between States and the Federal Government on the other hand.

In an effort to institutionalize its operations, the NGF created a functioning secretariat (NGFS), based in Abuja. To further guide the actualization of its long term vision of providing good governance to its citizenry, the NGF through the support of the Department for International Development produced a three year Strategic Plan. This Plan has guided its activities resulting in the noticeable improvement of service delivery, financial prudence by States and better coordination between all levels of government and non-governmental organisations in Nigeria.

In more recent times the NGFS has not only begun to see itself as the machinery that runs the NGF but also as a strong knowledge based institution that is able to supply useful analytical information for enhanced evidence-based decision making by the NGF. This will greatly assist its principals, the Governors, to begin to chart a course for better governance. In that regard, the NGFS desires to lead national discussion on various issues that have significant implications on States. These discussions are to be structured in the form of conferences on topical issues with a particular focus on their relations to State governance.

This concept note aims at outlining the plans for an NGF-led agricultural conference that engages key stakeholders and enhances collaboration and coordination in agricultural interventions. Section 2 discusses the Agricultural value chain as relates to Nigerian States, a background to the Agric conference is provided in Section 3. Section 4 and 5 proposes a conference agenda and logistics note respectively while Section 6 provides key next steps.

2. **Overview of Nigerian agricultural value chain**

Before the advent of oil, Nigeria's agriculture played a significant role in fostering the economic development of the country especially in trade. Its dominance in international agricultural trade declined over the years mainly as a result of neglect and a refocused attention towards oil sector that generated quick revenue returns. As a result of this, agricultural development in Nigeria and in particular the states has been slower than expected and than its given potentials. The various zones in the Nation are well endowed with natural resources suitable for several agricultural

enterprises like livestock, crops, fisheries and forestry subsectors that are essential component of agriculture, contributing to the national GDP. Each of these subsectors interacts with the rest of the economy through backward and forward linkages. These linkages add value in all sectors of the economy.

The value addition in Nigeria's agriculture derives from the value chain which encompasses all activities involving agricultural input and production, processing, storage, marketing and distribution, household and industrial consumption and export. However along the chain many problems and constraints persist. *From the supply side, most players in the sector have limited activities restricted mainly to actual production and direct sales of produce.* Post harvest activities such as processing and value addition to processed products have had few players and as such is not yet very well developed. This is evidenced by the percentage loss in perishable products such as tomatoes, plantains, low sales of poorly processed rice etc *as observed in the Northern, South East and South South zones of Nigeria.* The few players in the processing and value addition sectors are faced with problems such as poor technology, high wastage, inadequate infrastructure (irregular power supply), difficulties in accessing packaging materials, high fuel and transportation cost, poor investment in advertising, poor market information; but the most severe would be termed poor quality of and/or inadequate/fluctuating supply of the raw materials (primary products). *For example in North Central zone the largest producer of rice, most private investors experience difficulty in accessing sufficient raw rice for processing the consequence of poor supply resulting from low rice yield per hectare.* Actual producers deal with a plethora of problems such as weather crises (climate change issues) conditions that aggravate farmers' production risks, difficulties in accessing input materials, poor investment planning and the drudgery associated with farming. Others include socio-economic problems (low level literacy, pervading poverty and aging farming population).

The marketing system is not sufficiently developed because of distribution constraints which include those of poor/inadequate infrastructure (access roads), inadequate market information, lack of quality control and safety standards and weak market linkages. Services such as warehousing and storage even for locally produced and processed products are few. However, local markets where several food items are sold raw is made up of several associations related to particular items. These serve as the means of organizing, controlling entry and price fluctuation in the market. These associations are strong enough to determine the successful sales of bulk items in the market place and exploit commercial producers who unfortunately have no storage or processing alternatives. *A case in hand is the fruity vegetable (tomatoes onions, pepper etc.) industry in the Northern zones of the country.* Their activities discourage commercial production of perishable crops such as pineapples and water melon; and fruity vegetables such as tomatoes, pepper, and cucumbers. The laws of operations of these market associations and leaders are yet to be sufficiently studied and understood enough to break their power or political structure. The few lead industries in the processing sector (*e.g. fruit processing in the South west zone*) interact

with some farmers in the form of contract farming but actually also use imported concentrates for reasons of taste and costs.

The livestock sector, particularly poultry production, is quite advanced in terms of processing since commercial farms are apt to sell frozen chicken and in more recent times its by products such as hearts and gizzards. But once again production is mostly in the hands of small holders who sell directly to consumer or processors. Market associations do not really exist in the processing and value addition sector. Several difficulties are faced here by producers and processors which relate to health and environmental issues: inadequate inspection by veterinary doctors and animal health technologists, players inadequacy in handling disease control and management, high input prices, and high transportation costs. *In recent time the problem of egg glut is threatening the poultry industry especially in the North central and Southern zones of the country where production is massive and farmers are having difficulties of how to mop up the excess due to lack of alternative processing and/or storage technology. With respect to bulkiness of goods, location of specific transformation and value addition process of the products coupled with availability of labour, and various resources as well as cost of transportation and distribution are most vital. By no means therefore should the location of business of one value chain be bounded to one geographical zone or state (UNIDO, 2010). While production may occur in one zone/state, processing, marketing and consumption may occur in another. For example, hides for leather production sourced from the Northern part of the nation where production of cattle is prevalent may be treated and transformed in the same zone while further transformation into leather products that are used for furniture, car finishing, garments and shoes may be located in Lagos where there is access to semi-skilled labour and distribution to retailers and shops can be better organized. However this particular value chain is rudementarily developed in Nigeria.*

The key problem of exports is mainly the uncompetitiveness of many commodities in the international market (high cost of production and poor quality control). Export crops production and primary processing involves many small holders but the marketing process is not well defined or organized. It appears more like a 'mirage'. *Producers of such crops as cashew and cocoa particularly in the South west and South south zones have growers association and in some states the Ministry of Agriculture inspects and grades, however, the private sector and few large commercial farms are the actual exporters and benefit excessively more than the farmers.*

Common to all nodes of the value chain are financial constraints which include poor financial intermediation and high interest rates. The existing financial products are tailored to needs for equipment and short-term working capital. However, they are ill-fitted to provide money to agricultural producers that need to finance the entire cycle of agriculture production which can take up to one year for annual crops or more for perennials and livestock. Farmers have terrible difficulties in obtaining credit as they cannot provide collaterals that satisfy formal financial

institutions. Financial needs in other parts of the value chain are acute, and depend on relationships and chain organizations. However, the input industry and exporters appear to have better access to finance.

On the demand side, the population is large and exposed enough to absorb what is produced. However, the demand is limited by poverty, low industrial capacity utilization, inadequate quality control and safety standards, taste and culture. The population could still be demarcated into the poor the middle class and elite. With the poor what is demanded is sometimes what one is used to and an attempt to offer a 'sophisticated' product could require investment in information dissemination. This was the case with the introduction of soya milk and fortified pap. However, the introduction of mass market brands of what was perceived as sophisticated by the poor met with open reception (e.g milk in 10g sachet). This idea can be used again to increase the demand for locally processed and packaged item. The middle class and elite are gradually making a shift to the 'super market' shopping system of the developed countries and this opens a potentially large market for local food processors. Demand for our export crops can be improved upon if the set standards for fair trade are adhered to. But the huge potential for sales lie in the ability to process to a high quality locally and sell the same manufactured items to the teeming populace of Nigeria and the countries along the west coast of Africa. Again the sector is limited by lack of poor coordination of its activities and an enabling economic environment.

The potential for the development of agricultural value chains in the various geopolitical zones of the nation is substantial and promising, both from the supply (sufficient natural resources) and demand (large domestic market, opportunities for export) perspective. The value chains examined are characterized by a preponderance of smallholders, and relatively few processors who encounter severe challenges in the acquisition of sufficient quality raw materials, technology, and marketing. There are few lead firms that promote improving the operations of their buyers and suppliers. Other forms of value chain coordination and self-organization of actors are rare and limited to new initiatives like the commercial agriculture. *They however, need to be further expanded and developed.*

Over the years many policies, strategies and programmes have been initiated to address most of the problems and constraints. These encompass macroeconomic, microeconomic and institutional interventions. These interventions relate to expenditure switching policies, market liberalization, exchange rate liberalization, subsidy regime changes, import and export trade regulations, land use act, guaranteed minimum prices, and the establishment of Agricultural Bank, RBDAs, DFERRI, NALDA and ADP. In more recent times, FADAMA, SPFS, Presidential Initiatives on agriculture and agricultural intervention funds have been instituted. *Notwithstanding*, these interventions have not fully achieved their intended objectives due to

policy instability and inconsistency, narrow base of policy formulation, poor policy implementation and weak institutional framework for policy coordination.

Since agricultural constraints seem to be persistent and re-occurring in Nigeria, it is necessary to chart a new policy direction that will provide a viable macro and micro economic environment for integrated, holistic agricultural development through agricultural commodity value chain development *within the geopolitical zones and states*. This will require public private partnership for investment in agribusiness, structural changes in institutions and legal framework for effective coordination of development initiatives. A good foundation for proper policy design, implementation and investment is to understand the value chain of the sector as it currently is. This is predicated on the following facts:

- Declining exports need to be reverted by successfully linking farmers to markets.
- New technologies designed need to be sufficiently and successfully implemented.
- Research and development need to be sufficiently focused on specific areas to be efficient, effective and meaningful.
- Financial support needs to be targeted to specific areas in the link and complemented by strong linkages along the chain.
- Aggressive investment by *both the federal and state governments* in a way that will lead to a successful transformation of the agricultural sector and the rural areas.

A recognition and understanding of these facts can set the sector on course for growth and development. The hitherto comatose export crops would become grown and increase foreign exchange earnings if improved technologies are introduced, international standards for production met and farmers linked to markets. Agriculture would drive the economy and rural development with investment in relevant research and development for export crops such as fast and high yielding cocoa and oil palm. This is evidenced by the fact that the trade in our primary export crops are growing while more industries are also expanding their capacity to process and export. Also, research has shown that yield per hectare in Nigeria could be increased with increased rate of agricultural input use, mechanization and irrigation. This could translate to increased agricultural productivity per capita if government investment in agriculture becomes significant, as much as 10% of the budget as aluded in the Mouputu agreement.

By correctly investing in this manner, the foundation for economic growth, industrialization and eradication of extreme poverty and hunger (a major MDG goal) would have been properly laid. If consistency is maintained, in less than five 5 years, the nations dependence on food imports, which has fueled domestic inflation, would be broken. In the last decade, the dependence on expensive food imports has discouraged local production hence the development of several small and medium scale businesses. This in turn has led to a high rate of unemployment, poverty and a consistent shortfall in national food supply. In other words, Nigeria is at the mercy of grain exporting countries who may one day decide to reserve their outputs to insure their own food

security. Hence, it is pertinent for the nation to transform its agricultural sector in order to turn the food insecurity situation around. Besides, professionalizing agriculture to attract youths and new graduates in the areas of production, processing and marketing as well as the adoption of other strategies for achieving the first MDG goal will be most welcomed. All over the world, it has been demonstrated that agriculture can create millions of jobs, develop the rural communities thereby discouraging rural-urban migration.

The key for this to occur in *the states and the nation as a whole* is to redefine and rerepresent agriculture as an instrument for integrated development. This requires a careful examination of the value chain, how it developed, its key actors, the interactions of these with other variables and drivers of the economy. This will expose the weak links and vulnerable points in the chain that have limited the sector's potential. Interventions which will strengthen these weak nodes without jeopardising the existing strong would then be designed. Such interventions would encourage forward and backward integrations, value addition, export development and increased food supply in a coordinated manner. A value chain balance could further be achieved by proper organization and coordination of these interventions. Infrastructural development and a supportive fiscal policy environment, will also enhance private sector participation in the process and eventually be driven by it.

Emphasis must however be laid on two facts. The first is that Nigeria has comparative advantage in several crops and in different agricultural zones of the nation. It therefore implies that strategic focus for government investment and financial support must prioritise along this natural divide. The second is that there has to be a high level of coordination and commitment between the three tiers of government while a strong partnership must be developed with the private sector.

3. Conference background

Nigeria is the most populated country in Africa with an estimated population of over 140 million people. The country's climate and diverse agro-ecological zones permit a wide variety of crops to be cultivated under rain-fed systems, hence, the agricultural sector is very large. Over 60% of the nation's population is involved in agriculture although the majority of farmers produce on a small scale. Agriculture is also a source of export revenue earnings and its contribution to the non-oil gross domestic product (GDP) has averaged around 40% since 2000 (BGL Agricultural Report, 2009, NBS, 2009). The crop sub-sector is the most important contributor to GDP as it constitutes one of the most important sectors of the economy. Thus, despite inordinate dependence on the oil industry for its budgetary revenues, Nigeria can still be classified as an agricultural society.

Despite Nigeria's rich agricultural resource endowment, the sector has however, been growing at a low rate. Less than 50% of the country's cultivable land is under cultivation, managed mostly

by smallholder farmers who use rudimentary production technologies with resultant low yields (Manyong et al, 2005). Consequently, there has been increase in the incidence and severity of poverty, particularly in the rural areas, due largely to the dwindling performance of the agricultural sector where a majority of the poor are employed. Several reasons have been adduced for the poor performance of Nigeria's agriculture. Among others include the predominance of marginal soils across the country, inadequate and untimely funding of agriculture coupled with inefficient and/or ineffective application of such funds when available, poor state of infrastructure (roads, transportation, electricity, irrigation, processing, storage and marketing facilities etc.), inappropriate land policy, low level technology and innovation and low private sector investment.

Over the decades, government has incubated numerous policies and programs aimed at addressing most of the problems and constraints of agriculture some of which include encompass macroeconomic, microeconomic and institutional interventions. However, these interventions have not yielded their intended objectives due to policy instability and inconsistency, narrow base of policy formulation, poor policy implementation and weak institutional framework for policy coordination.

To circumvent therefore the persistent and re-occurring agricultural constraints in Nigeria, it is necessary to chart a new policy direction that will provide a viable macro and micro economic environment for integrated, holistic agricultural development through commodity value chain development and trade. This will require public private partnership for investment in agribusiness, structural changes in institutions and legal framework for effective coordination of development initiative. The anticipation is that the recent federal government agricultural transformation agenda holds the key to this new path way. Notwithstanding, more concerted action plan is needed to turn around the country's agricultural sector in order to create a conducive climate necessary to unlock the inherent potentials, and evolve appropriate strategies for promoting accelerated value chains, commercialization and investment such that in the final analysis the sector will become one of the most important growth points in the economy. The need for a speedy implementation of such action plan across the three tiers of government (Federal, states and local governments) is of essence, hence the need for this conference.

3.1 Conference Objective

The agricultural conference will among other things seeks to: x-ray the agricultural transformation agenda of the federal government with a view to understand its workability, explore ways by which the states and federal governments can form synergies in fast tracking the agenda, and enhance the ability of state governments to leverage on agricultural opportunities and advantages for increased job creation and income generation especially for teaming population of youth many of whom are unemployed. The conference is expected to deepen

partnerships, strengthening intergovernmental relations between the three tiers of government in order to accelerate the growth of the agricultural sector in Nigeria. It will also provide a unique opportunity to enhance political and technical commitment for the agriculture transformation agenda that will lead to the development of an implementable action plans to transform the sector for food security and make Nigeria become a major player in both regional and global agricultural trade.

The expected outcomes of the conference include:

- ✓ Identifiable areas of synergies between the state and federal governments for fast tacking the transformation agenda in agriculture
- ✓ A workable action plan that state governments can use
- ✓ Commitments and timeline targets to be achieved by state governments
- ✓ Follow up plans with detailed implications on states

4. Detailed agenda of conference

The conference shall be held at the venue () proposed by the organizers between the 3rd and 4th of July 2012.

4.1 Conference theme

The theme of the conference shall be:- *Unlocking the Potentials of Nigeria's Agriculture for Economic Development/Advancement Greatness.*

Comment [A1]: not sure about this word

4.2 Objective of the conference

Broadly the conference shall aim at developing an implementable action plan, for State Governors, which will seek to transform Nigeria's agriculture for food security and make her a major player in both regional and global agricultural trade *as well as a potential source of revenue for States*

Specific objectives

- Profile inherent potentials along the value chains in the agricultural sector
- Exhaustively highlight the constraints in attaining the identified potentials and ways to circumvent them
- Critically X-ray the agricultural transformation agenda of the federal government
- Explore ways by which the states and federal governments can form synergies in fast tracking the transformation agenda
- Identify areas of comparative advantage of states and geo-political zones within the value chain
- Identify agricultural funding opportunities for the states
- Provide state governors with guides on action plan to be taken immediately

4.3 Conference agenda

The conference shall be designed to span two days that will focus on the main theme and include the following activities:

4.3.1 Day one

The first day shall consist of four sessions, including the ceremonial (opening) session, first plenary session, state governors' commitment presentation session and the dinner session.

The ceremonial session: In the ceremonial session invited dignitaries of government, public and private sectors as well as stakeholders in agriculture shall be welcomed, while key note addresses and good will statements shall be rendered. The objectives of the session shall be to:

- ✓ Document the details of conference participants for referencing (Registration)
- ✓ Profile the federal government's intention for agriculture in the present dispensation
- ✓ Highlight in clear terms the strategies put in place by government to achieving the identified intensions, and
- ✓ Identify government's commitment to agriculture

The registration of conference participants shall precede the opening ceremony and will last till noon of the first day of the conference when the first session shall end. Among the keynote addresses to be delivered shall be the Federal government transformation agenda and the modalities for implementation. The session is expected to end with group photographs of conference participants and invited dignitaries. Rapporteurs shall engage in documenting the proceedings of the session while there shall be a short break for tea.

The second session: This is the first plenary session which shall commence in the afternoon of the first day. The session shall consist of paper presentation by resource persons in the following areas that must be hinged on the conference theme and specific objectives. The areas are policy, infrastructure, finance and agricultural commodities. The objectives of the plenary session shall be to:

- ✓ Document the constraints to unlocking agricultures potentials in the various areas discussed
- ✓ Identify solutions to circumventing these constraints
- ✓ Evolve workable ways of implementing these solutions
- ✓ Identify opportunities state governments can latch on to transform agriculture in their domain
- ✓ Identify revenue-generating opportunities for State in the agric sector

The following are suggested topics for which papers will be developed and presented by resource persons:

- Policy- Implementing workable and sustainable policies for unlocking agricultural potential at sub-national levels
- Infrastructure- Right infrastructure strategy for agriculture-turn around and development
- Finance- Financing options for fast tracking agricultural value chain in states.

- Investment- Investment opportunities and value addition in meeting international standards for agricultural exports

Resource persons shall be expected to develop their paper in line with the outlined conference theme and objectives while paying particular attention to the nodes/path ways (production, processing, marketing and consumption) along the value chains of the agricultural sector. Other areas to be reflected in their papers should include strategies for eradicating extreme poverty and hunger (which is the first MDG goal), and transforming agriculture into a profitable and sustainable sector (a goal of vision 202020). The plenary session shall be chaired by a renowned personality and supported by two to four rapporteurs who shall take copious notes of the event. The session shall include some question and answer periods after which the session shall come to an end.

The presenters shall be notified that their papers in addition to stated objectives of the conference, be crafted in such a way as to cover some of the strategies for eradicating extreme poverty and hunger (a major MDG goal), and transforming agriculture into a profitable and sustainable sector (a goal of vision 202020).

The names of two resource persons likely to develop and present each of the sub-theme papers shall be suggested out of which one shall be finally selected. The list of names of suggested presenters for each of the sub-theme papers are given as follows:

Sub-theme areas	Names of possible resource person to pick form
Policy:	Chris Okeke and Professor F.A. Falusi
Infrastructure:	Chide Izuwah (ICRC) and Professor F.S. Idachaba
Financing:	CBN to provide (MR. Jude Uzonwanne
Agric. Investment:	Shetima Mustapha and (Second name to be supplied by Honourable Minister of State Agriculture)

The third session: This shall be the second plenary session and shall be in two parts namely, presentation by four state governors and presentations by two notable private sector investors (either resident within or outside Nigeria) in agriculture to showcase international best practice. Presentations by some identified state governors shall be in the areas of:- what have been achieved; associated bottlenecks; commitments towards agriculture; and targets to be achieved in the future with timelines, for which they can be monitored and assessed by stakeholders. The objectives of the session shall be to:

- ✓ Showcase the achievements and bottleneck encountered by state governors investing in agriculture
- ✓ Profile the commitments and set targets to be achieved with timelines by state governors in agriculture
- ✓ Provide framework for monitoring and evaluating set targets and commitments

Comment [A2]: Might be too early in the conference to commit to timelines

Four state governors that shall be allotted time to make presentations/speeches on commitments and targets and they shall be drawn on the following basis: Two from returning governors and the other two from newly elected governors and on geo-political basis. The following are

suggested states whose governors shall make presentation- Kano, Adamawa, Niger, Ogun and Bayelsa states. The session shall be chaired by the Niger State Governor (probably the most influential) and supported by others.

Comment [A3]: Need to be definite before report is finalized.

The presentations by the two private sector investors with international best practice shall be directed toward the areas of forward (in terms of improving value addition in the downstream sector of the value chain) and backward (in terms of way of bringing about value addition in the upstream sector of the value chain) integration in the value chain process. Each of the investors will be expected to handle one of these areas to share their experiences and achievements as well as ways by which they were able to attain the fit of best practice. Consequently the objectives of this session shall be to:

- ✓ Showcase the experiences, and achievements made by the individual investor
- ✓ Profile the ways by which they were able to attain this fit with notable bottlenecks/obstacles encountered (some secret to their success story)
- ✓ Highlight ways by which such best practice could be replicated in the states and Nigeria

Note: *The Honourable Minister of State Agriculture will supply the names of the two investors with international best practice to make presentation.*

Before the session comes to an end, participants (who have been earlier assigned groups right from the registration desk) shall be informed of the hall/venue where they will be meeting to discuss in details the various areas presentations were made. The venue shall be clearly marked out for easy identification by participants. It is important that the discussion groups be chaired and/or facilitated by each of the resource persons that presented the sub-theme papers.

Dinner session

A dinner shall be held in the evening of the first day of the conference for all invited dignitaries and guest. The dinner is necessitated by the fact it will offer governors and investors the opportunity to rub mind and come up with areas of possible collaboration and partnership as well as investments in their states. The objectives of this session shall be to:

- ✓ Create an avenue for possible interaction between state governors, the business community and multinational agencies
- ✓ Offer the state governors opportunity to seek for possible collaboration and partnership with investors

Note: *Diplomats who haven't had the privilege of making a speech in the main plenary sessions shall be granted opportunity to make their own commitments during the dinner session.*

4.3.2 Day two

The second day shall consist of three sessions, including group breakout session, group presentation session and the communiqué session.

The first session: This shall be a breakout session in which groups shall meet to discuss in details the various areas for which the papers were presented as well as rub minds with various experts (panelists) in the field of agriculture. The objectives of this session shall be to:

- ✓ Critically x-ray the transformation agenda in line with the papers discussed
- ✓ Explore ways by which the states and federal governments can form synergies in fast tracking the transformation agenda
- ✓ Identify opportunities states and local governments can launch on to transform agriculture in their domain
- ✓ Provide guides on action plan to be taken by both state and local governments

Each breakout team shall have a group of four panelists in addition to other members. These panelists shall be those who have excelled in their area of operation/field. Each group shall be chaired by one of the resource persons that presented a sub-theme paper and shall be supported by two rapporteurs who shall document in details the deliberations and outcomes of the groups. Each of the panelists within each of the groups shall be granted the opportunity to make a 10 minutes presentation on experiences along the line of their operations/expertise and how they cooped and excel in spite of the difficulties of the operating environment. Time shall then be given for discussion within the groups to come up with an action plan on how to move the agricultural sector forward especially in states. Discussions within groups must be such that must come up with solutions to identified problems, opportunities to launch on and workable action plan for the states and local governments. The groups shall adjoin for a tea break by 11am.

Alternatively in order to save time and ensure that the panelists contribute exhaustively to the areas of interest, the facilitator of the group shall be directed to lead the discussion while guiding the discussant/panelists with lead questions written out as guide. The believe is that this style, could lead to a more prismatic way of finding solutions to identified problems, opportunities to launch on and workable action plan for the states and local governments. It should be noted that either of the two procedures is acceptable and the decision on which to use shall be taken by NGF in collaboration with DFID and the consultants.

The four panelists in each group/team shall be composed of a state operator, private sector specialist, Federal government public sector operator, and multinational personnel. A letter shall be written to each of the panelist detailing what should be contained in their presentation especially with reference to the particular sub-theme, their experiences (i.e. achievements and bottleneck) and lessons that can be drawn to help states improve and advance agriculture. In addition to this their papers should include clues of achieving the first MDG goal strategies such as framework for speeding up improvements in infrastructure, service and human resource capacity (particularly in the rural area), increasing investments in agriculture (particularly modern equipments and technology transfer to attract the youths), establishing community-based care schemes, and monitoring and evaluation these activities.

Structure and list of panelists for breakout session

Each group at the breakout session shall be composed of four panelists in addition to conference participants that have been distributed to the various groups. The structure and list of the panelist shall consist of the following:

States: The following states shall provide one persons that shall be panelists in the breakout session. These include, Kwara, Delta, Lagos and Eboyin States.

Private sector: This shall include the following persons/company: Awotuku, Sherif Tunde Balogun, Fumman PLC and (to be supplied by Sani)

Federal government: This shall consist of Abdulrahim, NEPC, NIPC and SUN personnel

Multinational Agencies: USAID Markets, DFID, GIZ, World Bank

Expected deliverables from each group.

The following are expected outcome from groups that state governments and participants can take home

- i. **Policy group:** The group should be able to come up with:
 - Ways of domesticating the national agricultural policy at the state level
 - Quick wins for states
 - Consolidation strategies for successful agriculture in the states
 - Legislative backing for enhancing agricultural initiatives in the states
 - Revenue-generating strategies for State Agriculture
 - Ways of ensuring participatory approaches in developing state agricultural policy
- ii. **Infrastructure group:** The group should be able to come up with:
 - Profile of infrastructural deficits and gaps impeding agricultural development in states
 - Prioritization of identified deficits and gaps for quick fix by states
 - Guides to infrastructure investment decision in states
- iii. **Finance group:** The group should be able to come up with the following:
 - Profile of range of financing options and support available to states
 - Comprehensive list of hindrances to agricultural investments in states
 - Ways of promoting public private financing initiatives
 - Guide for agricultural budgeting options in states towards attaining the Maputo declaration standards
 - Guides for financing starter packs for businesses in states
- iv. **Investment group:** The group should be able to come up with:
 - Guide for prioritizing agricultural commodities in states for export
 - Profile of key employment opportunities along the commodity value chain in states for youth empowerment.
 - Profile of potential opportunities for investment by states along the commodity values chains.
 - Profile what state governors need to know about investment (particularly with respect to land ownership etc.).

.The second session: This session shall be known as plenary session three. The session shall afford each group the opportunity to make presentation on the outcomes of their deliberations from the breakout session. The session shall be chaired by a notable state governor while being

supported by the chairperson of each group and their presenters. The objective of the session shall be to:

- ✓ Highlight the key potentials identified
- ✓ Highlight possible opportunities states and local governments can buy into
- ✓ Outline guidelines for achieving a successful implementation of the opportunities identified

A chosen member of each group is expected to make the presentation on behalf of his/her group. At the end of each presentation time shall be given for few questions and contributions in order to come up with an accepted guide and action plan states can easily follow through with. The chairperson and rapporteurs who would have had detailed documentation of the presentation are expected to make necessary adjustments and pass on such documents to the organizers of the conference as inputs for the development of the conference communiqué and follow up plan with detailed implications on/for States.

The third session: This shall be the third plenary session which shall be known as the wrap up session. The session shall include among others, the presentation of the commitments of state governments, what they say they can do and achieve (achievable targets) within a given time frame, presentation of the workable action plan for state governments and conference communiqué. The session shall be chaired by the chairman of NGF (Governor Rotimi Amaechi of Rivers State) and will be supported by the CBN governor, the NGF DG, some state governors and Consultants. The communiqué shall first be read to all participants for their necessary inputs and final ratification before formal presentation to the public. The objectives of the session shall be to:

- ✓ Present what each state government say they can do (particularly in areas of comparative advantage and economic of scale, commitments, set targets, and timeline for achieving them)
- ✓ Present a workable action plan that state governments can work with.
- ✓ Present a ratified communiqué for dissemination to the general public.

Exhibition session: This session shall run parallel with the other sessions during the two days of the conference. Relevant governmental and private sector agencies and institutions shall be granted the opportunity to showcase, what they have done and services they can render to participants. In this regards participating states, private sectors agencies and individuals who have things to show in terms of services, ideas, farming equipments, farm produces and inputs shall be allowed to purchase and mount stands in a designated place within the conference arena.

Things to note:

- In order to save time and allow a more robust discussion among panelists in each group of the breakout session with some interventions from the group members, it is suggested that the facilitator of each group should lead the discussion (as against individual presentations by panelists) in each group being guided by some written out lead questions that will help