



BRITISH AMERICAN
TOBACCO NIGERIA
FOUNDATION

Empowering rural Nigeria for a sustainable future

GREENTalk

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...at Ibadan Factory

The BATN Foundation Farmers' Market held on May 26th, 2016 at the BAT Ibadan factory.

The Farmers' Market which started off in Lagos, Nigeria in December 2015 is aimed at giving back to the society by donating the proceeds of food items sold to charity. It is also aimed at encouraging the farmers who are beneficiaries of BATNF projects that spans across the 36 states of Nigeria.

With this edition held at Ibadan, food items on display included local rice from Niger State, dried fish from Epe, Lagos State, fresh eggs from Abeokuta, Ogun State and Garri from Ago-Are, Oyo State.

With the farmers who displayed the food items on site, employees of

BAT purchased food items needed and were delighted to have such an opportunity to engage with the farmers. They were also impressed with the quality of the items and BAT Nigeria's Area Head of Operations, Charles Kyalo said "I am grateful to the Foundation for bringing this initiative to Ibadan. I hope they brought enough food items as employees have been looking forward to this."

At the close of business, employees were seen with smiles as they went home with food items they had purchased at a bargain price. Most of them approached members of the Foundation team to thank them for bringing the Farmers' Market to them, and asked for the next time the train will be coming back to Ibadan.



The Farmers' Market Stand at Ibadan Factory

Footnote: The BATNF Farmers' Market Train was at Ibadan Factory. This is to further showcase its activities in supporting smallholder farmers in Nigeria and provide a platform where the farmers can interact with BAT employees in Ibadan and further empower them through sales of their farm produce.

PICTURES FROM THE MARKET

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(1)The produce on display; (2) Beneficiary farmers and the BATNF staff; (3) Staff placing their order at the Stand; (4) A staff with his purchased produce; (5) Charles Kyalo, BAT West Africa Area Head of Operations at the Stand; (6) Another staff with his purchased farm produce; (7) Another section of BAT Ibadan employees purchasing the farm produce; (8) BAT staff purchasing farm produce on display.

BATNF donates water project to boost agriculture

British American Tobacco Nigeria Foundation on Thursday, 5th May 2016, commissioned and handed over a solar powered borehole project to the Akparabong Community of Ikom Local Government Area in Cross River State.

The water facility, which includes a 17,500 water-storage capacity tank, solar panels, a solar submersible pump, water management kiosk, improved sewage management, among others, was handed over to the community by Abimbola Okoya, General Manager of the Foundation and received by Hon. Lawrence Takon on behalf of the community.

The water project is expected to provide the community with easy access to potable water for domestic use and processing of their agricultural produce. It is also expected that the income of the farmers would increase, most especially women, as they would have more time for other productive activities and less time will be spent searching for water.



Community members fetching water from the facility after commissioning.



Presentation of handover certificate by Abimbola at the event.



Community members at the event.



Local cultural group entertaining guests at the event.



The established cassava farm at Otu Community.

Media Tour of BATNF Cassava Model Farms

This is my first time of visiting this part of the country. I don't need anyone to tell me that the British American Tobacco Nigeria Foundation is really supporting the farmers that are producing the food we consume in Lagos.' This was the statement made by Daniel Anazia, a reporter with *The Guardian* newspaper when he made a tour of the BATNF-IITA established cassava model farms at Otu Community in Itesiwaju Local Government Area of Oyo State on Thursday, 5th May 2016.

Anazia, who was accompanied by Olatunde Ogunsanya, Field Supervisor of BATNF-IITA Cassava Enterprise Development Project, Tosin Ayinde of Xlr8 (BATNF's media agency) and Tajudeen Akinwande of BATNF visited 42 established cassava model farms. The benefitting farmers cultivated over 2 hectares of cassava farm each at Otu.

According to one of the six female beneficiaries, Mrs. Victoria Ojumola: 'The intervention is a worthy one, as we are being moved from subsistence to commercial farming within 3 years of its launch. Being a widow, I am saddled with the responsibility of raising my children which was a very huge challenge for me, but participating in the project gave me the opportunity to have more resources to support the education and upkeep of my children.'

This was the same response at other cassava model farms at Ogbooro community in Saki West Local Government and Igboho Community in Orelope Local Government of Oyo State where a total of 60 hectares of cassava model farms have been established through the BATNF intervention.

PHOTO SHOTS DURING THE TOUR

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(1) Daniel Anazia with Mrs. Ojumola in her cassava farm; (2) Mr. Adefabi Timothy in his farm during the visit; (3) Mrs. Janet Ajao in her cassava farm; (4) IITA field supervisor, Mrs Ajao, Tajudeen, Mrs Adejare and Mr. Sunday inside one of the established farms; (5) Mrs. Adejare working in her farm during the visit; (6) Mrs Janet Ajao speaking with Daniel and Tosin in her farm (7) Mr. Sunday, a beneficiary in his farm at Otu Community; (8) A section of the established cassava farm at Ogbooro.

BATNF Collaborates with IFDC/2Scale, IITA



Beneficiary farmers with the facilitators at the training program.



Presentation of farm inputs by BATNF Project Manager, Remi Adewole, to the farmers at the event.

In a bid to improve the productivity and income of smallholder farmers in Oke-Ogun area of Oyo State, British American Tobacco Nigeria Foundation in collaboration with IFDC/2Scale and IITA, on Tuesday, 24th August 2016, organised a training on best agricultural practices with the distribution of high-yield inputs. The training was open to smallholder farmers from Osoogun, Tede, Ikere and Iseyin Communities at the premises of Psaltry International Limited, Ado-Awaye, Oyo State.

The partnership will work together on rice, cassava, vegetable and soya bean value-chain to improve the beneficiaries' farm practices and management which will cause an increase in their income and improve the social well-being of the host communities.

...and at Oluyole LGA

The collaborative efforts of the BATNF with IFDC/EWIT in supporting the smallholder vegetable farmers at Oluyole Local Government Area of Oyo State have been very successful. This was very evident during the Foundation's visit to the project site on 1st of August, 2016 at Aba Ibeji where 30 x 10 meters demonstration plot have been established. Vegetables such as melons, lettuce, spring onions, green beans, tomatoes, African garden egg, cucumbers, pepper and okro were planted on the demonstration farm.



Beneficiaries with representatives of BATNF and IFDC/EWIT during a visit to the farm.



Harvested tomatoes from the demonstration farm.



Beneficiaries harvesting lettuce on flowering day.

Below is the interview of Mr. Fatai Afolabi, member, Technical Committee, British American Tobacco Nigeria Foundation published in *The Guardian* newspaper of Saturday, 6th August 2016.

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By Daniel Anazi

The challenge of food insecurity has become a global concern and governments at all levels and the private sector have made concerted efforts to enhance productivity in Nigeria's agriculture sector, especially with focus on rural smallholder farmers. In this interview, Mr Fatai Afolabi, an agro expert and a technical committee member, British American Tobacco Nigerian Foundation (BATNF), examined some of the major issues responsible for poor agricultural yields, post-harvest losses, among others.

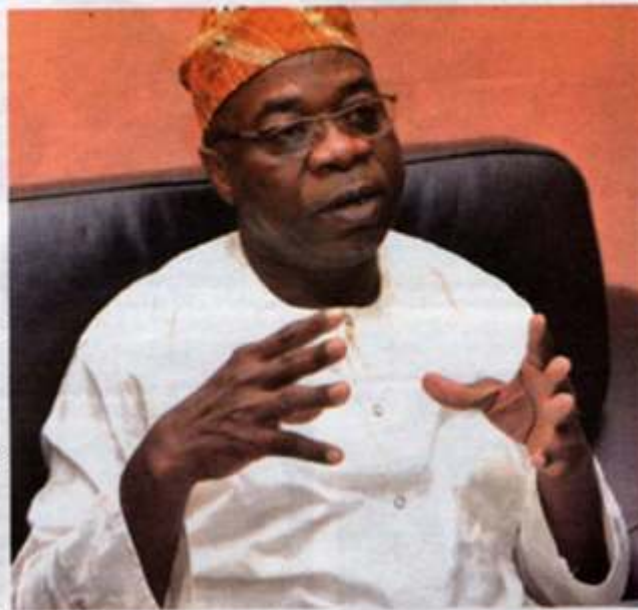
WHAT is the role of the technical committee of the British American Tobacco Nigeria Foundation?

The BATNF Technical Committee consists of experts drawn from diverse fields including in-house professionals from BATNF. As a team, we provide technical support to the executive arm of the Foundation to ensure that the design and implementation of BATNF's intervention programmes align with set goals and objectives. As a team, we are responsible for developing interventions that are technically and socially viable and adaptable to the operations of rural smallholder farmers, who form the main focus and target of the BATNF's interventions. We also strive to develop interventions that are sustainable and supportive of these farmers such that they are able to migrate from the subsistence level, which is the baseline at which we meet them at the point of intervention to a larger commercial scale.

How has the Foundation interventions helped in alleviating poverty among the rural farmers?

BATNF's interventions are usually informed by the needs of the farmers. First, we seek to understand what their challenges are, and from the feedback provided, we develop interventions that address these needs. The interventions usually arrive ahead of the season. Apart from improved seedlings that are distributed to the farmers in good time, BATNF also provides periodic requisite training to the farmers in a bid to enhance their capacity and expertise. As a result, the farmers are more confident because those challenges no longer exist. Another unique thing about the interventions is that they link the farmers with the market, where they sell directly to industrial buyers and for food consumption such that the farmers' outputs and incomes have greatly increased. If they are able to achieve more than double what they were achieving before, that will also translate into double more than the income they were receiving before, and more than double our key objective, which is assisting farmers to increase their production and income. One of the critical challenges militating against agricultural productivity in Nigeria is poor access to improved inputs. What do you think can be done to make more inputs readily available to the smallholder farmers at affordable rates?

To get out of this problem, a recommendation is to let farm input procurement and distribution be managed by private sector but with regulation. The input companies should be allowed to engage the farmers directly. In this case, it is the input companies that will market their brands to the farmers. With that in place, farmers can draw comparison and make informed choices based on the performances of the inputs or the brands that they have opted for, or the durability or effectiveness of the equipment that they have bought. If the market is competitive, input suppliers will compete favourably among themselves, which is a good development for smallholder farmers. Another good thing about this is that it will make inputs more readily available to farmers and they too can in turn sell their produce at prices



Afolabi

Policy Interventions Drive Innovations In Agro-business

dictated by the open market. Studies have shown that a challenging financial environment constrains growth in agriculture, especially for smallholder farmers, who find credit facilities inaccessible. How can rural farmers easily access credit facilities to enhance their farming operations?

Lack of access to credit facilities has been a recurring decimal in our agricultural production system. To enable rural farmers have easy access to credit facilities and foster rural agricultural productivity, I think that we should consider a wholesale packaging of rural farmers. We should encourage cluster or group farming in which farmers are organised into cooperative groups. This is what BATNF is currently doing and the Foundation has recorded significant successes in this regard. When farmers operate as a cooperative, it will be easy for the group to access facilities from financial institutions because they will be regarded as a considerable aggregation and size that is viable.

However, there is need for bankable feasibility study or business plan wherein all costs and benefits sharing will be expressed. The existing individual single digit loan interest offered by the government is good, but it is difficult for individual smallholder farmers to benefit from this. Loan processing, administration and recovery also become easy for the financial institutions while the risk of loan recovery is reduced or eliminated when they deal with a group. Imagine if you have about 500 farmers in a cluster, and each farmer has a hectare, that will be 500 hectares of land and you now package this in a project. What you are putting forward to the bank, as an example is 500 hectares rice farming project for the coop-

erative group. Insufficient land has been an issue confronting smallholder farmers in rural communities across the country. How has BATNF intervened to bring succour to the smallholder farmers?

Land has not been much of an issue for BATNF because the beneficiaries are existing farmers who operate at subsistence level. What BATNF does is to upgrade the level of technology that is applied in their operations. The farmers on top-

ports the farmers such that they get more values from cultivating even on the existing land. If a farmer is operating half a hectare, for instance, because we want to assist does not mean that they have to acquire more hectares. What we do for the farmers is to first identify what their challenges are, and how this could be overcome to enhance their productivity. The Foundation will then provide those things that will enable each farmer to plant ahead of the season. The improved seedlings we provide go with requisite agronomic practices. We also get the Agricultural Development Partners to assist them technical support that will increase agricultural yields. BATNF interventions do not target individuals, but groups and all these benefits go to the group. The premium for the farmers is the quality and the timeliness of the interventions. For our farmers, our interventions upscale them significantly, meaning they get five times the yields, five times the income and five times the food that is delivered to our tables.

Lack of storage facilities such as warehouses, paved roads, cold storage and reliable energy have continued to contribute to post-harvest losses among farmers particularly in rural communi-

ties. What will you recommend as solutions to this problem?

Nigeria produces more than enough food to feed its citizens but the challenge is that not all the food that we produce gets to our table. That is where post-harvest losses come in. Most of the food produced is lost from the point that they are leaving the farm gate to the point that they are landing on our tables. The issue is we rely too much on the importation of foods that we have the local capacity to produce. To increase our food production, we need to be proactive and anticipate where these problems come from.

In the event of a bumper harvest, how do you store and process? This is an area we need to focus on. For example, existing government institutions such as Nigerian Stored Products Research Institute, Federal Institute of Industrial Research Oshodi (FIRO) and the Raw Material Research Development Council (RMRDC) should synergize in a bid to reducing post-harvest losses and re-engineering Nigeria's storage facilities. These government institutions should also review the agriculture value chain with a view to assisting smallholder farmers to achieve on-farm processing. This will reduce the bulk of their harvest and prolong the shelf life of the produce. If this is done, the farmers' burden of transporting their harvest will be reduced. What will come out of the farm gate in terms of weight and transportation is reduced by half but today the farmers' transport 100 percent of what they produce, including the waste. If this is done, that is the beginning of cheap foods for Nigeria.

Climate change is also a critical issue within the nation's agricultural space. What efforts have BATNF and other organisations in the agriculture value chain made in addressing this issue?

At BATNF, we are supporting rural farmers against the challenges of climate change. We have adopted the climate smart agriculture approach, which aligns with the main objectives of Food and Agricultural Organisation (FAO), including sustainably increasing agricultural productivity and incomes; adapting and building resilience to climate change; and reducing and/or removing greenhouse gas emissions, where possible. To further actualize this at BATNF, we have a climate change expert in the technical committee and we are mindful of our footprint. Our implementing partners have received necessary training and

induction to the extent that climate smart agriculture is cardinal to the delivery of our interventions. I don't know much about what other organisations are doing. I can only hope that they are doing similar thing if not better than BATNF. However, I have seen some organisations focusing on the commercial side of climate change rather than focusing on training and capacity building for rural farmers to build their adaptation and resilience to climate change as we do at BATNF.

Food security is very critical to the survival and sustainability of people and the nation. What will you consider as measures for ensuring Nigeria's food security?

This is a critical area that change is desirable. For food to be available and affordable in the country, we need to unleash a holistic stakeholder approach to the agriculture value chain and food supply chain developments. The attitude of looking forward solely to the Federal Government for food supply or heaping the blame on government for food shortages needs to change. We should start seeing government as just one of the several stakeholders in the food supply chain. In this context, the other stakeholders would seem to have more roles to play than government.

BATNF at the SDG-F Workshop

In reinforcing its commitment to sustainable development, British American Tobacco Nigeria Foundation, on 14th July 2016, attended a workshop organised by the Sustainable Development Goals-Fund of the United Nations which took place at the Transcorp Hilton, Abuja. The workshop themed: 'Business Contribution to a Universal Sustainable Agenda' had participants from the public and private sectors.

Welcoming participants to the workshop, Director, Sustainable Development Goals-Fund of the UN, Paloma Duran said the objective of the workshop was to bring together businesses of different industries and sizes to discuss and promote the universality of the UN's new agenda, with the mind for businesses to exchange best practices and ideas on how to incorporate and implement the SDGs in their core business activities, operations and industries where they operate.

The report of the workshop is expected to provide inputs and insights for the 2nd SDGs-Fund Private Sector Advisory Group Report that will be launched in November, 2016 at the United Nations Headquarters in New York.

Dignitaries at the Workshop included the Minister for Environment,

Mrs. Amina Mohammed and Senior Special Adviser to the President on Sustainable Development Goals (SDGs), Princess Adejoke Orelope-Adefulire.

The Workshop was organised in collaboration with Sahara Foundation in its position as the representative of the organised private sector in Nigeria.



From left: Mrs. Aminat Muhammed, Minister of Environment; Paloma Duran, Director, UN Sustainable Development Goals-Fund; Princess Adejoke Orelope-Adefulire, Senior Special Adviser to the President on SDGs at the Workshop.

...at the Stakeholders' Retreat on Sustainable Development Goals

The British American Tobacco Nigeria Foundation, on Wednesday, 30th August 2016, attended a retreat on Sustainable Development Goals (SDGs) in Abuja. The retreat which was organised by the office of the Senior Special Adviser to the President on SDGs, Mrs. Adejoke Orelope-Adefulire has the theme: Multi-level Partnership for Effective Implementation of the Sustainable Development Goals.

The retreat which was aimed to set the tone for the attainment of the SDGs through private sector-driven approach primarily focused on the need for collaboration and partnerships between public and private

sectors to achieve the attainment of the SDGs in Nigeria by leveraging resources, sharing learning, inclusion of women and youths in order to ensure 'no one is left behind'.

Key dignitaries at the event include Executive Governor of Nassarawa State, Alhaji Tanko Al-Makura, Minister of Communications, Alhaji Lai Muhammed, Senator Ali Ndume, Senate Majority Leader, Hon. Tijani Jobe, Chairman, House of Representatives' Committee on SGDs, Dr. Lamin Beyai, Country Director, UNDP, Ben Mellor, Country Director, DFID and others.

BATNF attends AAHC Congress

In continuation of its partnership with relevant stakeholders in promoting the agricultural sector of the economy, on Monday, 8th August 2016, the British American Tobacco Nigeria Foundation sponsored, attended and exhibited at the 3rd All Africa Horticultural Congress held at the Conference Centre of International Institute of Tropical Agriculture (IITA), Ibadan, Nigeria.

The congress which was declared opened by the Minister of Agriculture, Rural Development and Natural Resources, Chief Audu Ogbeh, ably represented by Regional Director, South West of the Ministry, Mrs. Doyin Awe, had various keynote speakers during the opening ceremony of the 5-day Congress.

The Foundation was part of 30 exhibitors at the Congress which included organisations from research institutes, inputs manufacturers and agro-produce processors.



Group photograph with the dignitaries at the event. From right: Mrs. Anifatu Olayiwola, Mr. Tajudeen Salami and Abimbola Okoya.

Akwa-Ibom State Capacity Building Projects flagged-off

On Wednesday, 24th August 2016, the BATNF-Akwa Ibom State 2016 Maize/Cassava Capacity Building Projects was flagged-off at Ekpenyong Atai Community, Essien Udim Local Government Area of Akwa-Ibom State. The project is expected to build the capacity of 4,500 smallholder farmers in Essien Udim, Onna and Ibiono-Ibom Local Government Areas of the State through the training of 100 lead farmers from each of the three LGAs.

The project which focused on best agricultural practices of the lead farmers included areas of concentration such as land preparation, procurement and selection of best high-yielding disease-resistant cassava stems and maize seeds for planting, spacing and weeding techniques, application of organic and chemical fertilizers, application of aflasafe for the maize crop, harvesting, post-harvesting handling and linkages to open and institutional markets.

The intervention was hinged on the vision of the Foundation and the comparative advantage the selected LGAs have in cassava and maize production in the State.



Presentation of farm inputs to the beneficiaries farmers by member, Akwa Ibom State Technical Committee on Agriculture, Mr. Godwin Nkanang who represented the State Governor, Mr. Emmanuel Udom.



Group photograph with the beneficiary farmers after the flag-off ceremony.



Field training session by an extension agent after the flag-off ceremony.

BATNF Conduct Capacity Training Program for Smallholder Rice Farmers in Niger State



Group photograph of beneficiary rice farmers after the training program.

The BATNF 2016 Capacity Training program for rice farmers kicked off in Niger State on Wednesday, 27th July, 2016 at Bida. The program, which was designed to boost the production capacity of the 30 beneficiaries of the on-going Rice Enterprise Development Project, also accommodated another 120 rice farmers within the state.

The objective of the training is to update the farmers on the best agricultural practices in rice production. It also educated the participants on the use of organic fertiliser for crop production, introduction of community-based seed production, rice processing, group dynamics and marketing.

Kogi State Fishery Project Commissioned

The one-year journey which started with training of beneficiaries and construction of facility of BATNF Fishery Capacity Building Project culminated with the commissioning and hand over to the beneficiary group: Joel Aliu Memorial Multipurpose Cooperative Society, Kabba Community, Kabba/Bunu Local Government Area of Kogi State on Wednesday, 31st August, 2016.

The State Commissioner for Agriculture and Natural Resources, Dr. Tim Dichie, who was represented by Mr. Isaac Ejiga, Director, Rural Investment Department, commissioned the project while General Manager, BATNF, Abimbola Okoya handed over the project to the beneficiaries on behalf of the Chairman of the Foundation, Chief Kola Jamodu.

The facility includes a 3-section fish pond with 3,000 juvenile catfish, hatchery section, a standby generator and borehole with overhead tank.



The hatchery and nursery section of the project.



10 Presentation of handover certificate and inputs to the beneficiaries at the event.



The fish pond of the project.



Federal Ministry of Agriculture launches the Green Alternative

On Monday, 15th August, 2016, the Federal Ministry of Agriculture and Rural Development officially launched a new policy and strategy document in promoting the Federal Government agricultural policy in the next 4 years.

In his opening remarks at the event, the Minister for Agriculture and Rural Development, Chief Audu Ogbeh said the Green Alternative Policy roadmap would help to collate information, harness capacity and intelligence and also make knowledge available to rural farmers for practical implementation. He further stated that the Policy document would harness the agricultural sector's potential for Nigeria's economic development.

In his own remarks at the launch, Professor Yemi Osinbajo, Nigeria's Vice President said that the problem has never been with the lack of policy but implementation. He added that the Federal Government is recruiting 100,000 agriculture extension workers under the N-Power Program.

The Foundation was represented at the event by Professor Femi Ajibola, Chairman, BATNF Executive Working Group (EWG), Mr. Innocent Azih, member, EWG and Abimbola Okoya, General Manager, BATNF.



Professor Ajibola, Abimbola and Mr. Azih at the event.

BATNF flagged-off Imo State Oil-palm Capacity Building Projects

The 2016 BATNF-Imo State Oil-Palm Capacity Building Project was flagged-off on Thursday, 15th September 2015 at Onyeaghalanwanneya Community in Ngor Okpala Local Government Area of the State. The one-year capacity building project, which is expected to address the challenges and issues confronting the smallholder farmers in oil-palm production shall build the capacity of over 4,000 smallholder oil-palm farmers in Ngor Okpala, Orsu and Onuimo Local Government Areas of the State. The train-the-trainers strategy deployed for the project shall train 100 lead farmers representing the cooperative groups from the selected local government areas who in turn transfer the acquired knowledge to other members of their groups.



HRH, Eze F.I. Njoku, performing the symbolic planting during the flag-off ceremony.



Presentation of the farm inputs to the beneficiary farmers at the event.



Mr. Fatai Afolabi performing the symbolic planting at the event.

BATNF supports farmers in the North-East

In continuation of its support for the smallholder farmers in the north-east geo-political zone, the British American Tobacco Nigeria Foundation, on 22nd June, 2016, commenced training of 50 lead smallholder maize/beans farmers at Jalingo, Taraba State.

The beneficiaries were trained on best agricultural practices with the establishment of 0.5ha of mixed crop farm of maize and beans.



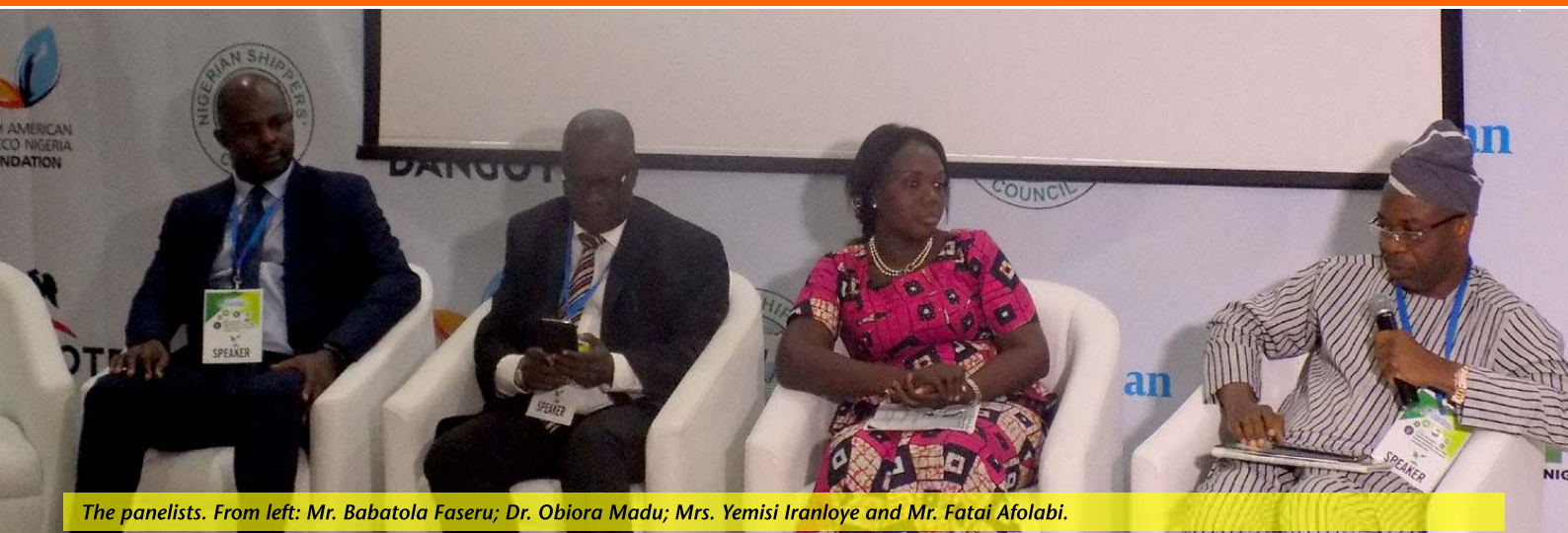
Beneficiaries during training session.



Beneficiaries in a group photograph after the training session.



The established maize and beans farm.



The panelists. From left: Mr. Babatola Faseru; Dr. Obiora Madu; Mrs. Yemisi Iranloye and Mr. Fatai Afolabi.

BATNF at *The Guardian* Conference

The maiden edition of The Guardian Conference and Masterclass series took place at the Civic Centre, Victoria Island, Lagos on Thursday, 8th September, 2016 with the theme: Food Security: Exploring Nigeria's Agric-Food Industry Potential and Export Competitiveness.

The event, which was co-sponsored by British American Tobacco Nigeria Foundation, had in attendance over 200 delegates from various agricultural value chains in the country.

Member, Technical Committee of the BATNF, Mr. Fatai Afolabi, who is also one of the panellists, gave the opening remarks.

Speakers/panellists at the events were: HE, Darkey Ephraim Africa, Consul-General, South African Consulate in Lagos; Mr. Hassan Bello, Chief Executive Officer, Nigerian Shippers Council; Dr. Obiora Madu, Director-General, Africa Centre for Supply Chain, Mrs. Yemisi Iranloye, Managing Director Psaltry International Limited and Mr. Babatola Faseru, National President, National Cashew Association of Nigeria.

Papers presented at the Conference include: Shipping and export competitiveness: The role of the National Shippers Council; The Importance of smallholder farmers' inclusion in large sector value chain; Converting potentials to real comparative advantage: Agric-exports as a panacea for Nigeria's economic diversification and Export competitiveness - strategies for improvement. Over 100 delegates visited the exhibition stand of the Foundation at the event.

FACTS ABOUT AGRICULTURE

A major problem facing agriculture in Nigeria is the lack of good roads needed for the transportation of harvested crops from the farm land to the main roads, most farms in Nigeria are located several kilometres away from major roads and the only entrance to these farms are mostly a path beaten by foot of men. total-facts-about-nigeria.com