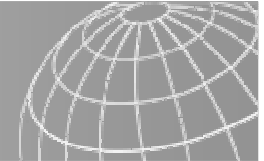


# Employment-oriented Private Sector Development Programme (EoPSD) - Value Chain Promotion

## Workshop Value Chain Support Programmes & Making Markets work for the Poor (M4P)

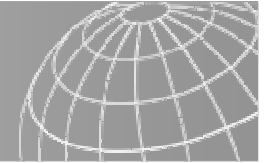
Abuja, 13.10.2009

by Petra Jacobi

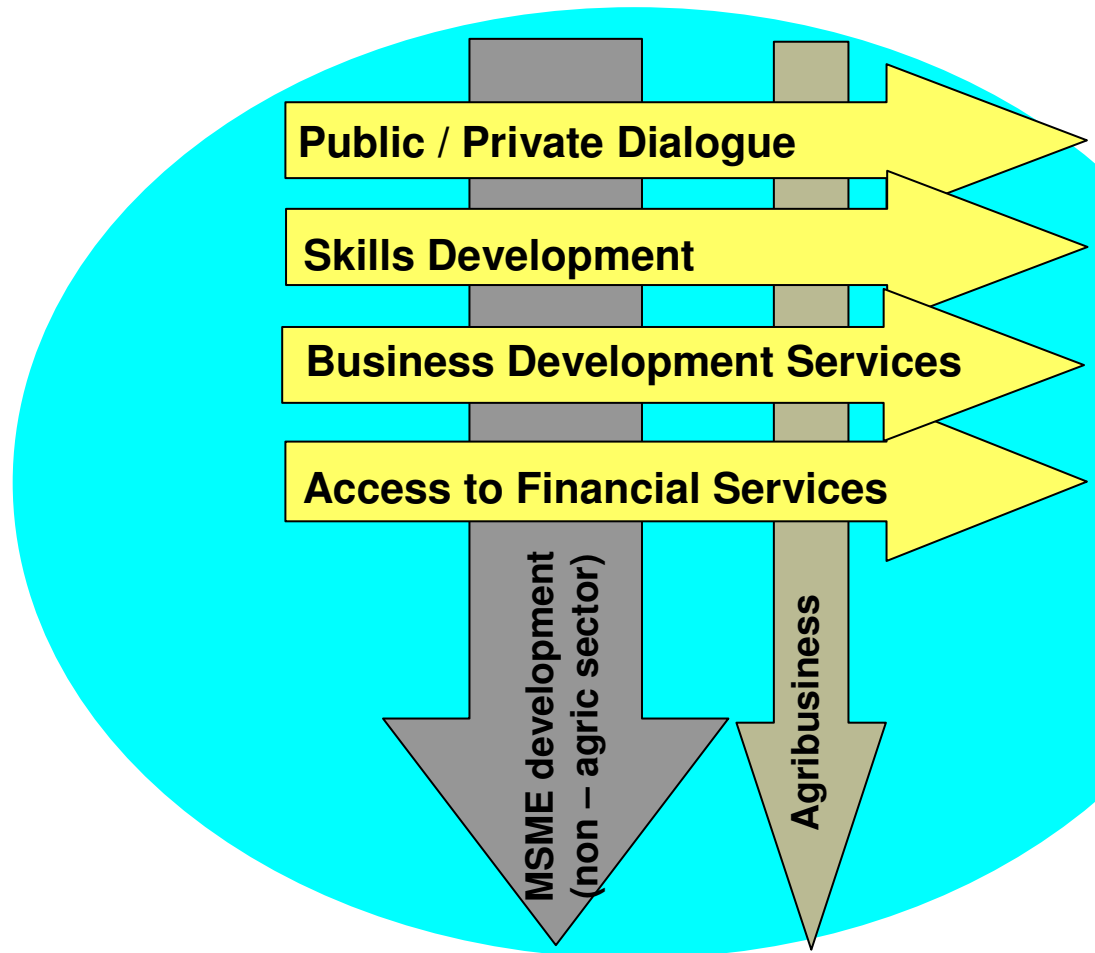


## EoPSD – Basic Information

<b>Programme Beneficiaries:</b>	Micro, Small & Medium Enterprises (includes farmers)
<b>Political Partner:</b>	National Planning Commission
<b>Implementation Partners:</b>	Stakeholders from the private & public sector and civil society
<b>Programme Area:</b>	Niger, Nasarawa & Plateau State
<b>Programme Duration:</b>	8/2003 – 8/2010, possible extension to 2014
<b>Funding:</b>	Grant by the German Federal Government

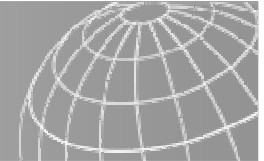


## EoPSD Intervention Areas



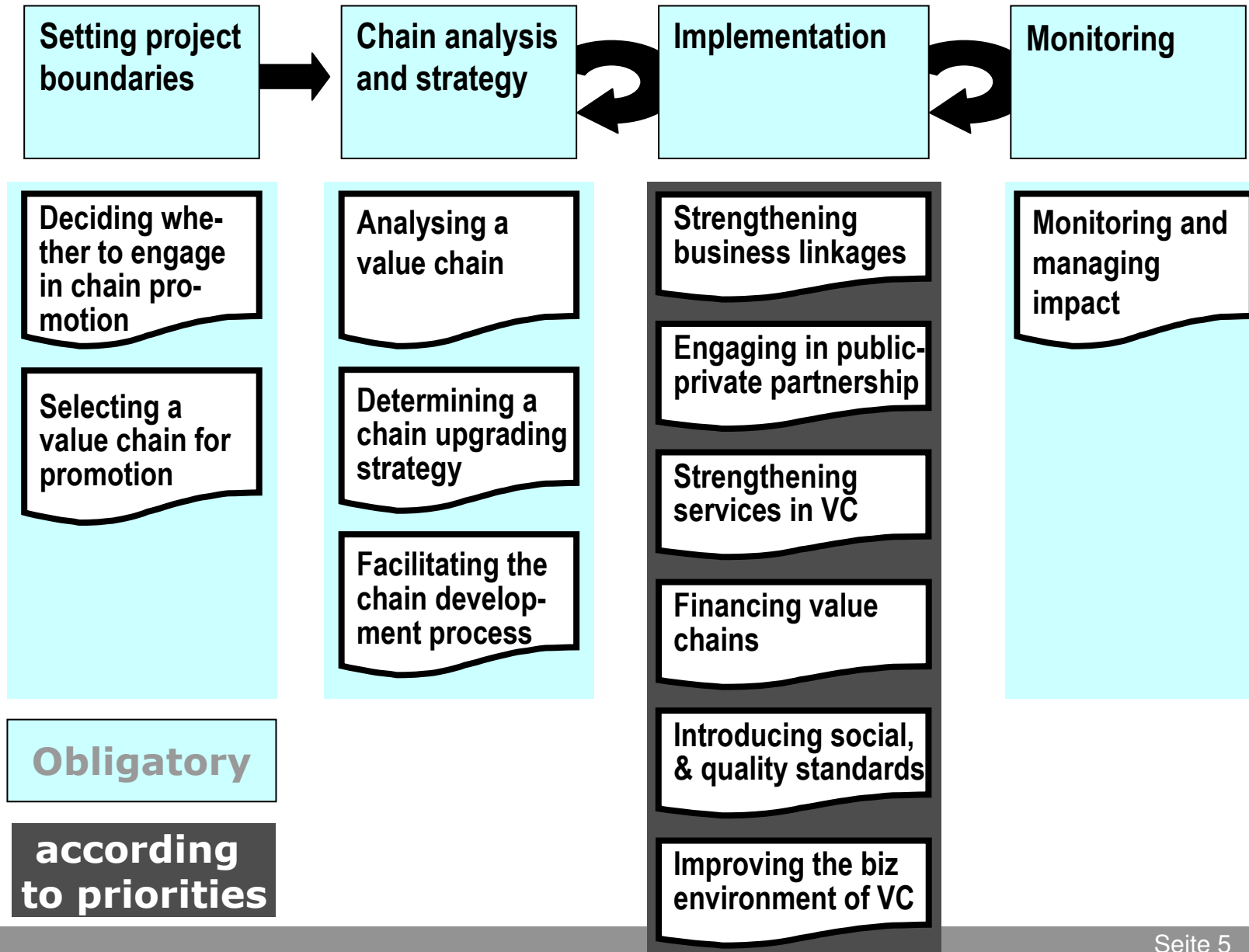
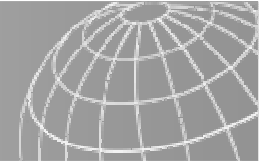
Micro, small and medium enterprises (MSME) in Niger, Nasarawa and Plateau State are more efficient and their employment potentials are expanded.

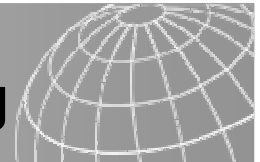
- Supporting Enabling Environment/ Local Economic Development
- Improving Business Development Services
- Supporting Access to Financial Services
- Increasing professional competency in MSME



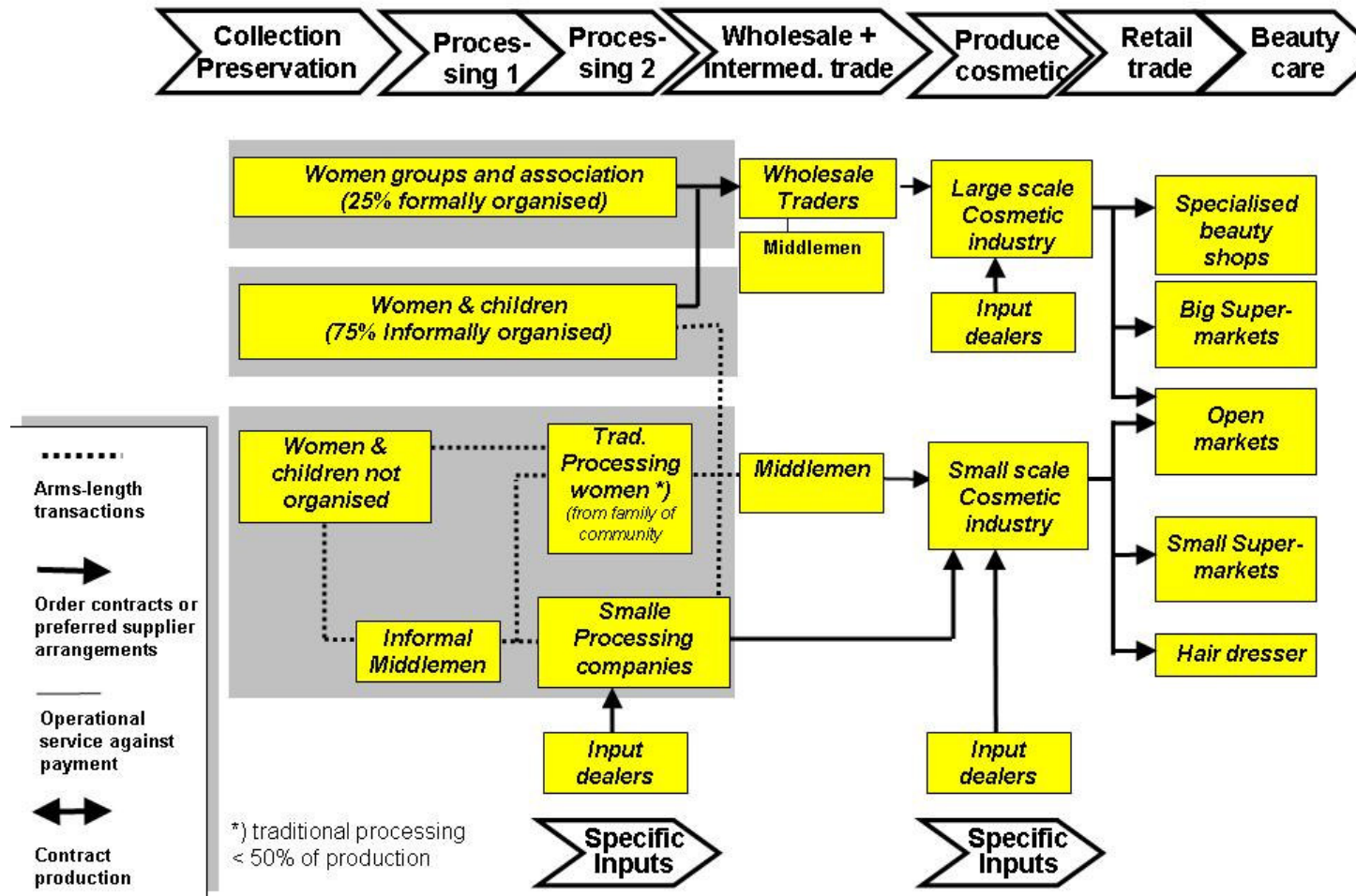
## Agribusiness and Value Chain Promotion

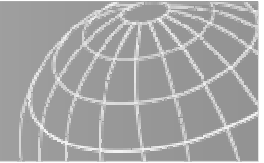
- Agribusiness was taken up 2008 as an additional area for EoPSD support due to the agricultural potential of the three partner states
- Promotion along the value chain
- **Shea** for Niger State, **Sesame** for Nasarawa State, initial sectors identified through LED processes in 19 LGs
- 2009 first season with interventions in 6 LGAs, expansion in shea has already started



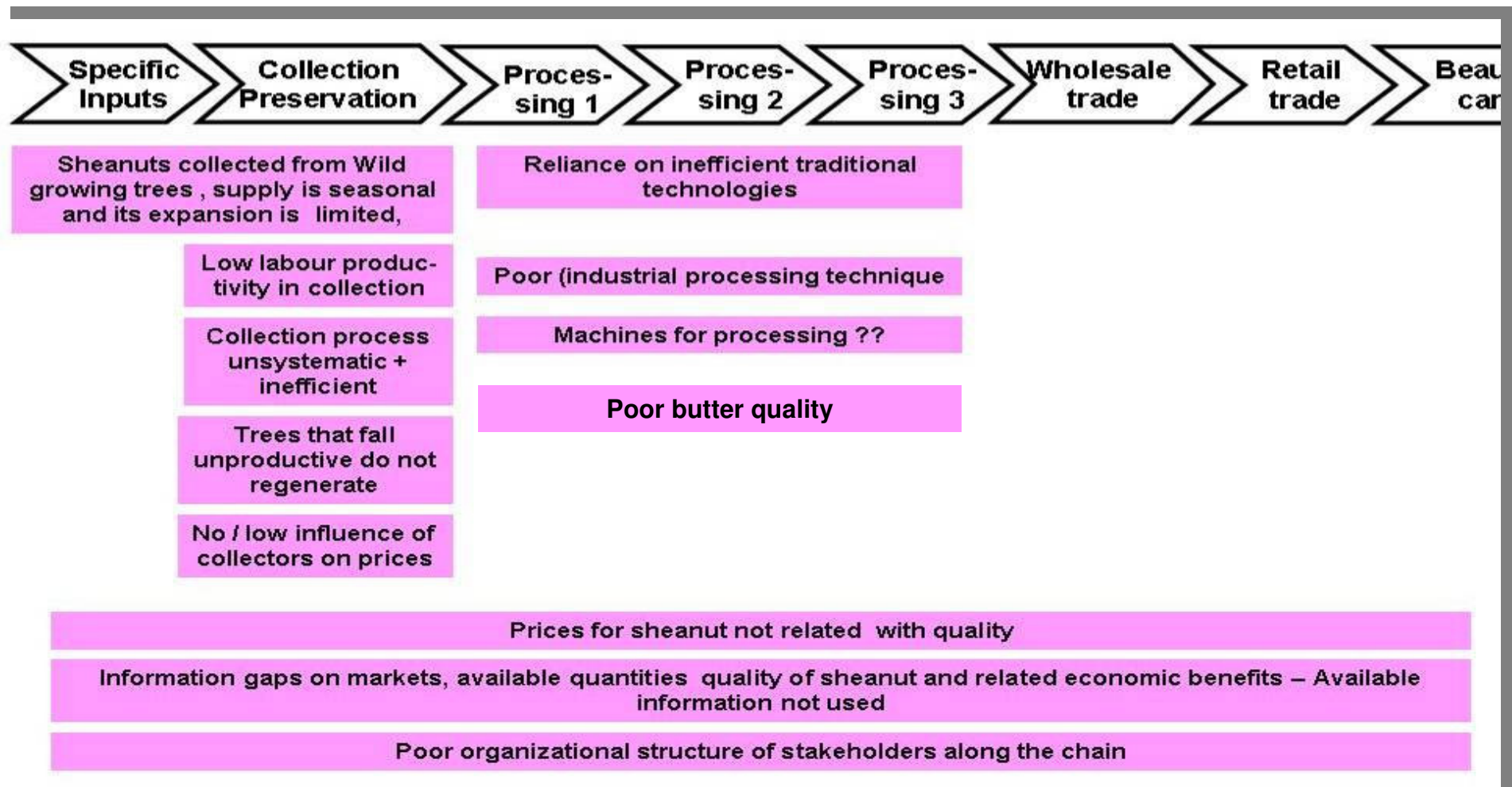


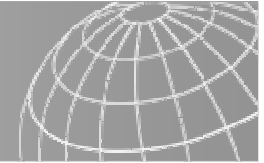
## B. Sheanutbutter for cosmetics → domestic (urban) market





## Challenges Micro Level – Results Shea WS



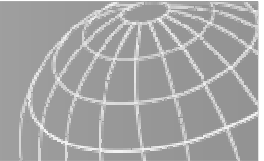


## EoPSD's Intervention in shea so far

- Baseline study on shea market potential and natural potential of shea in Niger
- Shea stakeholder WS 6-08 and agreement about a sector action plan (upgrading strategy)

### **EoPSD:**

- Capacity building of public (PWDO) & private service providers
- Identification and promotion of improved technologies and equipment through private sector
- Support to Niger Export Promotion Agency and Niger Shea Products Association (branding of Nigerian/ Niger State shea butter and facilitation of business linkages)
- PPP with exporter using PWDO structure to support Local Governments (Kontagora, Borgu) in organization & quality upgrading with a guaranteed market
- Support to different public bodies in Niger State to design shea support programmes

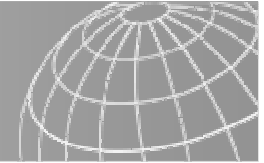


## EoPSD's Intervention in sesame so far

- Stakeholder Identification – focus on relevant private companies
- Baseline information about the sector, sesame market and status of organization of farmers
- Sesame stakeholder WS 11-08 and agreement about sector action plan (upgrading strategy)

**EoPSD:** focus on capacity building of producer, market linkages and enabling environment:

- Basic input on group formation in Obi, Doma and Nasarawa (private service provider)
- Involvement of NADP on improved production techniques (extension delivery)
- Facilitation of a business arrangement between a processor/ exporter, First Bank, an insurance company, an input supplier, and ADP Nasarawa

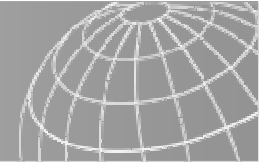


## Next steps for EoPSD

- Initial scoping study (Plateau) and additional ones (Niger & Nasarawa) carried out/ in progress
- Stakeholder WS in Plateau for maize, rice, potatoes & poultry
- Selection for Niger and Nasarawa outstanding

All new interventions are linked with already ongoing ones:

- Public- private dialogue/ enabling environment
- Access to financial services
- Business Development Services



**Thank you!**