

## IYA records emergence of new CEOs

*In the last edition of our newsletter, we featured two young people who were trained under the IITA Youth Agripreneurs (IYA) program and have now become Chief Executive Officers managing small scale agribusinesses.*

*In this edition, we would be sharing the story of two more young people who have also joined the league of Chief Executive Officers, managing small scale agribusinesses after the completion of their incubation program with the IITA Youth Agripreneurs in December 2017. The youths, who were trained and mentored*

*on business opportunities available in production, value addition and marketing of agricultural commodities and service provision, have adopted the lessons learned during their training to create businesses and generate sustainable income. In this edition we are featuring Quadri Mustapha and Abosede Idowu.*



Quadri Mustapha

Quadri Mustapha graduated from Ahmadu Bello University where he studied Botany. He was posted to the Yam Breeding unit of IITA for his one-year mandatory National Youth

Service Corp (NYSC) Scheme in 2012, and joined the incubation center of IITA Youth Agripreneurs (IYA) to get trained in agribusiness. He is one of the pioneer members of IYA and during his training, Mustapha worked with the Cereals and Legumes unit, and participated in the establishment of maize, soybean and cowpea fields in Zaria, Kaduna State, and Mokwa in Niger State.

Mustapha developed interest in establishing business enterprise in maize, soybean seed and grain production, and registered a sole proprietorship business known as Temmy Agribusiness Consult (TAC) in 2017. TAC Farm produces improved maize and soybean grain for poultry farmers as raw materials for feed formulation and oil processing industries that use soybean as a raw material. TAC Farm has 13 hectares of field in Zaria with an office located at Challenge Ibadan, Oyo State.

Last year, TAC harvested 28 tons of maize for the first production but faced the challenge of flood, which destroyed about 2 hectares of the field.

Speaking about his decision to go into business, Mustapha said the time he spent in IYA sharpened his skills to be self-employed and create jobs for others.

"The love to be a Chairman of my business started way back from my undergraduate days, but I had no clue on how to go about it until I found myself at IITA Youth Agripreneurs. IYA equipped me with the techniques I needed to make my dream a reality. I believed If I own my business, I will be able to support people in my society by providing jobs and be a role model for other youths," he said.

Mustapha started the business with his savings but was assisted with funds for expansion and maintenance by the Director General of IITA, Dr Nteranya Sanginga.

In the next five years TAC plans to diversify into animal production. Mustapha is open to partnership and investment opportunities. He can be reached on: email- [temmyagribizconsult@gmail.com](mailto:temmyagribizconsult@gmail.com), and mobile number: 08095346705.



Harvested maize seeds from TAC farms





Bose Idowu

**A**bosede Idowu is into the value addition of maize, cowpea, plantain and yam. She is a graduate of plant physiology from the Federal University of Agriculture, Abeokuta. Her sojourn into agribusiness started in 2012 after her National Youth Service Corp (NYSC) scheme in IITA.

Like every other young graduate, Ms. Idowu after her NYSC was faced with the challenge of going back to Lagos in search of white collar employment opportunities but decided to stay in Ibadan and explore some other opportunities.

While trying to find her feet after graduation, Ms. Idowu approached the Director General of IITA, Dr Nteranya

Sanginga and volunteered to renovate the ILRI paddock within the IITA premises for the establishment of an independent poultry business.

With this, the IITA DG was motivated and gathered some other unemployed young graduates like Ms. Idowu for mentorship, training and mindset change.

The training, mentoring and mindset change program was beneficial to Ms. Idowu as she started her business Gracevine Foods, located in Moniya, Ibadan in July 2017.

Gracevine Foods is into postharvest processing of yam into yam flour, beans into bean flour, plantain into plantain flour, and the packaging of clean-stoneless cowpeas. The products are packaged

in 1kg, 2kg, 5kg, and 10kg. Speaking about the business, Ms. Idowu stated that she was supported with start-up capital by the IITA DG through the IYA program.

"I had the idea and started with small samples to test the market, and then I approached the IITA DG with my idea and business plan, and he supported me with start-up capital which was used in renting my factory premises, and buying machines and raw materials. I have an 11 ton capacity processing factory," she explained.

Ms. Idowu now has four full time staff working with her. Her product is supplied within Oyo State but she has a plan to expand to other locations. She can be contacted on: [bose\\_kasumu@yahoo.com](mailto:bose_kasumu@yahoo.com), and mobile number: 07064837032.



Bose Idowu (2nd from left) with her employees

## IYA member wins USD2000 from Agripitch competition



Veronica Magaji (2nd from right) with other winners at the African Youth Agripreneurs Forum

**A** member of the IITA Youth Agripreneurs in Kano, Ms. Veronica Magaji emerged as one of the top three finalists in the just concluded African Youth Agripreneurs Forum (AYAF) and Agripitch competition organised by the African Development Bank (AfDB).

The competition, which was the second edition, was held in Cote d'Ivoire in April and received 360 business proposals from agripreneurs across Africa out of which 36 of them were selected to pitch their business ideas. Among them were five businesses of IITA Youth Agripreneur members and those trained under the organization's incubation platform.

Pitching her idea under the business name, VEMAGs AGROLINKS, Ms. Magaji emerged 3rd in the start-up category and won a cash prize of USD2000.



Giving a background into her business, Ms. Magaji stated that her business would stand as a bridge linking agro-dealers to farmers, and farmers to off-takers. She added that growing up in a community where farming is the predominant occupation was the first motivation that brought about the business concept.

“Most times after harvest, farmers find it difficult to access off-takers for the produce, meanwhile processors and industries are searching for such produce to make their products. I am working on creating an online platform where interested parties can be registered so as to be able to benefit from one another’s services thereby reducing the stress they both encounter in accessing goods or services. I also intend to register

interested truck drivers for transportation of goods to desired locations. My target is to empower the local farmers to increase their production to meet up with the demands of industries, processors, and consumers. To also provide farmers with an assured market thereby increasing their incomes and improving their standard of living with a positive impact on their immediate communities and the nation at large,” she said.

Ms. Magaji explained that a sum of USD10,000 would be required to kick off the business in states like Kano, Jigawa, Sokoto, Kebbi and Kaduna before extending to other parts of the country. VEMAGs AGROLINKS targets 3,000 tons of grains to be linked to market by the end of this year with a 10% charge on

every ton sold. Presently, modalities are being put in place for the web designing of the application and data collection of interested farmers and agro-dealers.

Other IYA members whose businesses were part of the selected ones for the Agripitch were: Frotchery Foods - A fish smoking business, which was established by 3 young people who were trained by IYA. Greenwells International, a sole proprietorship business owned by Akinyele Bankole. The business is into the processing and packaging of tomatoes and pepper. Commercial rabbit farming, a sole proprietorship business owned by Edmond Ng’walago of Tanzania, and Online Vegetable Basket by Youth Agri-hub, an initiative of Moureen from Uganda

## Spin-off: BYA emerges from IKYA... Establishes a partnership business

In the Democratic Republic of Congo, 16 members of the team who were trained under the incubation program have pooled resources together to establish a partnership business in the maize value chain.

The youths, operating under the name, Bukavu Youth Agripreneurs (BYA) were members of the IITA Kalambo Youth Agripreneurs (IKYA) before they decided to establish their business in February with a sum of USD 2400. Each member of the team contributed USD 150 each and purchased 3 tons of maize grains that was processed into High Quality Maize Flour (Semolina) for the kick off of the business.

To make the product accessible to the people in the South-Kivu province and expand their reach, the team rented a store which is used as the sales outlet in the town of Bukavu.

Within a short period of starting the business, BYA signed an agreement with Action d’Espoir (AE), a non-governmental agency which is into poultry production, for the supply of 100 tons of maize grain, 2800 bags of High Quality Maize Flour, and 30 tons of corn bran (Son de mais) each month.

The agreement which is renewable within six months has the potential of generating a revenue of USD 4340 per month. BYA is also planning to diversify into the production and marketing of High Quality Cassava Flour (HQCF) and soybean flour. Members of BYA now pay their stipends from the revenue realized from the sales of their produce.



*Some products of BYA ready for sales*



*Members of the Bukavu Youth Agripreneurs (BYA) with their products*



## Agripreneur in Tanzania adds value to rabbit skin

Rabbits are social animals that provide humans with economic, nutritional, and recreational benefits. They are integral part of the food chain, as they consume vegetative materials and in turn are eaten by human beings.

Rather than just raise this animal and sell for human consumption, Edmond Ng'walago, an agripreneur trained under the IITA Youth Agripreneurs' program in Tanzania has devised another means of generating additional income from raising rabbits.

Mr Ng'walago, a graduate of Logistics and Transport Management from the National Institute of Transport in Tanzania joined IITA Tanzania Youth Agripreneurs (ITYA) in 2016. He started his business with USD 1500 and was assisted by the Director General of IITA, Dr Nteranya Sanginga; and the Director, IITA East African Hub, Dr Victor Manyong.

Mr Ng'walago uses the fur and skin of the rabbit to make shoes. Initially when the agripreneurs in Tanzania started raising rabbit while Mr Ng'walago was undergoing his incubation program,



*Some of the slippers made from rabbit fur and skin*

they used to kill and sell the rabbit to customers in parts or as a whole, depending on the request while the fur is disposed of as a waste. After his incubation program, Mr Ng'walago registered an independent business under the name, E. N. Tanzania Limited where he rears rabbit for household

consumption. After killing the rabbits and selling in parts to consumers, Mr Ng'walago processes the skin and fur which is seen as waste into slippers and shoes. These are sold at USD20 each. Mr Ng'walago can be contacted on Tel: +255754689034, or email: engwalago@gmail.com

## Minister of Youth in Tanzania to study the IYA model

The Minister of Youth in Cote d'Ivoire, Hon. Sidi Tiémoko TOURE and his team, in April, visited the IITA Youth Agripreneurs group in Tanzania to understudy and seek for partnership with IITA on IITA's youth in agribusiness model.

His Ministry, back in Cote d'Ivoire, had selected 20 youths drawn from various regions in his country for the first phase of incubation program with IITA. The incubation was focused on training unemployed youth in agribusiness.

Speaking about the program, the Minister explained that the Ministry aims to rapidly expand it to other regions in Cote d'Ivoire. He added that this guided the selection of youths from various strategic places in the country to participate in the program.

He stressed that once the team members graduate from the incubation program, they would go back to their communities and start their businesses. Some of the businesses, apart from serving as agribusiness centers, will also be used for training/ employing other youths (rural and graduates), and as agricultural produce collection points for small holder farmers. Hon. TOURE who was at



*A group picture of Hon. Sidi Tiémoko TOURE (3rd from right) and his team with the staff of IITA Tanzania*

the youth center in Kwembe, Tanzania interacted with the youths to understand the process, cost and profitability of enterprises such as poultry production with emphasis on broilers, layers and

animal feed, rabbits (shoes, urine, skin, droppings); cassava (cassava flour); cassava stem multiplication, value addition in soymilk and soy bites, as well as fish farming. Impressed by how IITA



has been able to train the youths and change their mindset about agriculture, the Minister suggested an exchange visit where a team of young people in Cote d'Ivoire could visit the training center in

Kwembe to acquire hands-on skills that would be put to use when they return to Cote d'Ivoire. Likewise, he suggested that a similar visit could be done by the agripreneurs in Tanzania to Cote d'Ivoire

to exchange experiences with the new team. IITA through its experience with the IYA model will be providing some guidance and technical backstopping on the program.

## IYA holds its first Triannual training



*Trainees at the Cassava Processing Unit*



*The trainees learning about catfish processing*

IYA has organized its first triannual training for interested members of the public. The training was part of efforts to create a platform for equipping youth from diverse backgrounds with the required technical and agribusiness skills that would help them to establish profitable agribusiness enterprises and expose them to employment opportunities along agricultural value chain.

The training, facilitated by the Capacity Development Office, centered on cassava and catfish production, and had 9 participants from diverse academic disciplines such as sciences and social sciences.

The training covered both classroom and practical sessions on weed and pest management, case study & the profitability analysis on cassava root

production & stem multiplication, fish hatchery techniques & management, and biosecurity measures in catfish production.

The training, which was at a minimal cost also offered one-month post training technical support. The second phase of the training will be organized in the second quarter of the year.

## 'Agriculture for us is a goldmine'

For Ibukunoluwa Agbotoba, and Zaccacheus Isuwa, agriculture, which used to be a job for the less privileged is now a goldmine which has the capacity to pay their bills and give other youths the opportunity of earning a decent living.

These two young people had the opportunity of sharing their experiences in agribusiness at a side event organized during IITA's Board of Trustees meeting, which took place in April at the University of Bonn in Germany.

Ms. Agbotoba, who is a co-owner of TopNotch Poultry, stated that the trainings, exposure, and mentorship offered to her during her incubation program at IITA Youth Agripreneurs (IYA) resulted in a shift in her perception about agriculture.

TopNotch Poultry is a small-scale commercial feed-to-fork broiler enterprise, which aims to establish a reference-farm with feed mill, breeding,



*Zaccacheus Isuwa while making a presentation on his business model at the IITA's Board of Trustees meeting in Bonn, Germany*

*Photo by ZEF*

incubating/hatching, processing and retail/food units for research, training and demonstration in best-fit technologies, and practices suitable

for youth businesses. In addition to fresh chicken, TopNotch also provides smoked, grilled, and fried chicken. Giving a presentation on the business,





Ibukunoluwa Agbotoba

Photo by ZEF

which she runs with her partner, Yetunde Oginni with support from an Angel Investor, Dr Eric Koper; Ms. Agbotoba revealed that the business started with a loan of USD14,000 and had grown with a weekly processing of 500 birds, an annual revenue of USD90,000 and USD14,000 net profit.

On the growth of the business, she added that the demand for their product had grown and they were projecting a weekly processing of 1,000 birds, an annual revenue of USD200, 000, and a net profit of USD40,000.

Mr Isuwa and his partners on the other hand ventured into the production of sorghum grain and seed. Operating under the name Sorghi Enterprise, Mr Isuwa stressed that their business which

is located in the North-Central part of Nigeria targets large scale processors and farmers.

He added that during their incubation program at the IITA research station in Abuja, they realized that the sorghum business is worth USD50 million, and they (five persons) came together to start the business.

Mr. Isuwa said the business, which started in 2016 now has a demand of about 40,000 tons of sorghum to meet. He stated that they received a request of 20,000 tons from Honeywell Flour Mills Plc, 20,000 tons from Guinness Nigeria. The business which has shown good prospects through a cost benefit ratio of 1:1.6 is projected to increase by about 20 percent by the end of 2018.



Mr Zoumana Bamba (1st from left) with the first set of trainees under the ENABLE Youth Madagascar project



Amb. Stuart Symington at IYA's exhibition booth during his visit to IITA



Visit of ENABLE Youth Sudan team to Frotchery Foods



Frotchery products: Smoked catfish



Visit of ENABLE Youth Sudan team to Gracevine Ventures



Gracevine products: Packaged yam flour, plantain flour and beans flour